

Brown's study led Norwich on top

Post-summit propaganda war launched

The United States and the Soviet Union yesterday began a worldwide propaganda battle over the abortive end to the summit in Iceland... Mr George Shultz, the US Secretary of State, told the European allies in Brussels the meeting was a "tremendous success" which must be built on...

By Nicholas Beeston in London and Richard Owen in Brussels

The United States and the Soviet Union yesterday organized their diplomatic forces for a worldwide propaganda battle over who was to blame for the failed talks at Reykjavik.

In Washington, President Reagan addressed the nation on television to explain why it was that the most significant arms deal of modern times proved too elusive for the superpower leaders to accept.

The thrust of the US argument is as Mr George Shultz, the US Secretary of State emphasized yesterday, that Washington could not afford to shelve the Strategic Defence Initiative for the price the Russians were asking.

Officials are also stressing that all was not lost in Iceland and that considerable breakthroughs in arms negotiation should be followed up in the wake of the mini-summit.

For Mr Gorbachev the propaganda offensive is likely to go more smoothly, not least because he does not face criticism from an opposition party at home.

He has briefed his envoys across the globe to convince public opinion that Mr Reagan and Stars Wars are the only obstacles for peace.

The superpower tug-of-war will be fought hardest in Europe, where the nations' leaders and public are most affected by the missed opportunity for an arms limitation agreement and where opinions are divided.

Mrs Thatcher, will today meet the chief Soviet negotiator, Mr Viktor Karpov, and on Thursday she will consult M Francois Mitterrand, in a meeting expected to be dominated by the summit post mortem.

Mr Shultz yesterday defended Mr Reagan's stand on SDI when he met European foreign ministers in Brussels.

He told them the summit had been a "tremendous success" which must now be built on.

The Europeans, masking deeply-felt disappointment that arms control agreements had been within grasp but had slipped away, sided with Mr Shultz's up-beat interpretation in a co-ordinated display of Nato cohesion and unity.

Herr Hans Dietrich Genscher, the West German Foreign Minister, said it would take a great deal of diplomacy and statesmanship to avoid a long-term setback, but the process begun at Reykjavik "must be continued".

Mr Timothy Renton, Minister of State at the Foreign Office - speaking for Sir Geoffrey Howe, who is with the Queen in Peking - said Iceland was "not the end of the play, only the end of one act".

Mr Shultz briefed European foreign ministers and senior officials at Nato headquarters for three hours shortly after his early morning arrival from Reykjavik. He looked tired but determined.

Mr Shultz said Reykjavik had produced significant ideas and even "agreement in principle" on intermediate nuclear forces (INF) cuts in strategic arsenals, and criteria for nuclear testing.

European officials said they were keenly disappointed that a deal abolishing medium-range missiles in Europe - Cruise and Pershing on the Nato side and SS20s in European Russia - had not been reached.

The deal would have left Russia and America with 100 medium-range missiles each in Soviet Asia and Alaska respectively, with short-range missiles left to future talks.

But the officials maintained they did not blame Mr Reagan for objecting to Soviet proposals for a "radical change" in the Anti Ballistic Missile Treaty (ABM) which would have limited American Strategic Defence Initiative research to laboratories.

Asked about European concern that Mr Reagan's attachment to SDI was preventing agreement in other areas, Mr Shultz said there was a growing perception that SDI - which he defined as "learning how to defend ourselves against devastating ballistic missiles" - was partly what had brought Mr Gorbachev to the negotiating table.

The United States could not agree to a "crippling" of its defence programme.

Thatcher backs SDI stand

By Martin Fletcher Political Reporter

Britain yesterday gave full backing to President Reagan's refusal to accept any limitation on his Strategic Defence Initiative research programme at the Reykjavik summit.

Mrs Margaret Thatcher has agreed to meet the chief Soviet negotiator, Mr Viktor Karpov, at 10 Downing Street today, but she will tell him that the breakdown of talks was caused not by American intransigence but by the Russians' "moving the goalposts".

She will remind Mr Karpov of the agreement between Mr Reagan and Mr Mikhail Gorbachev at their Geneva summit in 1985, to the effect that reductions in intermediate-range nuclear weapons were not dependent on curtailing the SDI programme.

On Thursday Mrs Thatcher Confirmed on page 20, col 1

Civil servants face curbs on evidence after Westland

By Robin Oakley, Political Editor

The Government yesterday flatly rejected the criticisms of an all-party Commons inquiry into the Westland affair which censured five top civil servants.

And it is to strike a retaliatory blow at the whole system of select committee inquiries by ordering civil servants who give evidence to them in future to refuse to answer questions about their own conduct or that of named colleagues.

Traditionally the 14 select committees have had unlimited powers to "send for persons, papers and records".

But the Westland Affair proved that there were constraints on those powers in practice and the Government is now to formalize the restrictions.

The Defence Select Committee, chaired by Sir Humphrey Atkins - a former Conservative Cabinet Minister - made swinging criticisms in their report published in July of Mr Leon Brittan, former Secretary of State for Trade and Industry, of Sir Robert Armstrong, Cabinet Secretary and Head of the Home Civil Service, and of other top civil servants including Mr Bernard Ingham, the Prime Minister's Press Secretary.

Sir Robert was accused of failing to give the example and the lead he should have done by conducting an internal inquiry into the leaking of a letter from Sir Patrick Mayhew, QC, the Solicitor General, containing damaging criticisms of Mr Michael Heseltine, the then Defence Secretary, when he must have

known at the outset that the leak had been authorized.

In its official reply to the committee's report yesterday, the Government firmly stood by Sir Robert, repeating earlier ministerial statements that he had exercised leadership with great responsibility and integrity and again rejecting the suggestion that the roles of head of the civil service and of Cabinet Secretary should be separated.

It admitted that the Solicitor General's letter should not have been leaked without his permission but said that Mr Brittan had accepted full responsibility and apologized for the disclosure.

The Government's reply reiterated the Prime Minister's "total confidence" in the officials concerned, but it went much further than that, insisting "The Government does not believe that a select committee is a suitable instrument for inquiring into or passing judgement upon the actions or conduct of an individual civil servant".

The Government argues that a civil servant is constrained in his answers by his duty of confidentiality and the instructions he has been given by a Minister and therefore cannot speak freely in his own defence.

Select committee questioning may be affected by political controversies.



Toasting time: The Queen and the Chinese Prime Minister, Zhao Ziyang, at the state dinner in Peking last night.

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Mitterrand will not stand for re-election

From Diana Geddes Paris

President Mitterrand astonished France last night by announcing that he would not stand for a second term as President.

It had been widely assumed that the first Socialist President under the Fifth Republic, whose popularity ratings have recently risen to an almost record high, would at least keep his options open until the last minute, if not actually stand again.

Recent polls had shown that he was the Socialist leader most likely to defeat any of the candidates presented by the Right. Furthermore, he had the virtually unanimous backing of other leading Socialists.

However, asked about his intentions during a visit to the Caylus military camp in the Tarn et Garonne yesterday, M Mitterrand, who will be 70 on October 26, replied: "Every time I think about this matter everything leads me to say: 'No, I will not be a candidate.'"

"I do not push ambition so far as to wish to install myself for good in this post... Could events take place which would make me say: 'Well I've made a mistake? I don't think so.'"

M Mitterrand will be 71 in May 1988 when the next presidential elections are due.

Whatever happens, President Mitterrand's place in history is already assured. He has shown that peaceful political change is possible in France by demonstrating that the Socialists can not only govern but can govern well.

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Dragon's eyes fit for a Queen

From Alan Hamilton Peking

With courage befitting a traveller to mystic lands, the Queen last night dined on sea slug and dragon's eyes. And what is more, she ate them with chopsticks.

She wielded her unaccustomed eating implements with a skill that suggested long hours of private practice, and basked not at all at the exotic fare presented at a glittering 10-course banquet given in her honour by the Chinese President, Mr Li Xianqian, in the Great Hall of the People.

Experienced observers said the feast was marginally less lavish than usual, presumably as a result of the recent visit to London by the Chinese Premier, Mr Hu Yaobang, when he was impressed by the Queen's thrift in serving him a Buckingham Palace lunch of a mere three courses.

But it was still impressive enough. Among the courses were chicken soup with jasmine blossom, assorted sea-food delicacies including sea slug and shark's fin, steamed mandarin fish, a kind of small lychee known as dragon's eyes, almond tea, and a mousse made of green peas.

Seated between the President and the Prime Minister, whose joint presence was regarded as an unusual honour, and in front of a draped Red Flag and Union Jack, the

Queen yesterday presented China with a \$1 million gift for Chinese scientists to carry out research work in British laboratories over the next three years. The offer, announced at the state banquet in Peking, means that 30 post-doctoral scientists will come to Britain for one-year "royal fellowships" in a move to improve bilateral trade and science relations.

Queen was made to feel more at home by the band of the People's Liberation Army playing such familiar airs as Greensleeves and the Water Music written by Handel for George II.

The Queen looked properly regal in a heavy pink silk crepe dress decorated with clusters of peony, the Chinese national flower. She wore a tiara, an object probably not seen in China since the end of the Imperial Dynasty in 1911, and a diamond and ruby ocellade and earrings.

The table decorations bordered on the unworldly. In front of the Queen, live fish swam in a pot under bridges made of water melon slices; while the central table was adorned with two large model peacocks.

The Queen praised the Joint Declaration on the future of Hong Kong: "Today relations

Continued on page 20, col 3

Tomorrow



Life with no limits?

As doctors wait to deliver a child from a brain-dead mother, The Times asks: how far should science go to keep a baby alive?

Portfolio

The Times Portfolio Gold daily competition prize of £4,000 was won yesterday by Mr D.K. Ashton of Woking, Surrey. Details, page 3. Portfolio list, page 27; how to play, information service, page 20.

TIMES BUSINESS

TSB sale may be investigated

The National Audit Office, the independent financial watchdog, is considering an inquiry into whether the flotation of TSB was a sale of £1.5 billion of state assets. Page 21

City rejection

Spitalfields Development Group's £150 million plan to redevelop Spitalfields Market has been rejected by the City of London Corporation, the owner. Page 21

Hi-tech life

Are there jobs for life for graduates in the computer industry? Computer Horizons 28-30

TIMES SPORT

England win

England reached the semi-finals of the World Cup hockey tournament at Willemsden with a 1-0 victory over The Netherlands. Page 40

Luton move

John Smith, the chief executive of Luton Town, who were expelled from the Littlewoods Cup, has resigned from the Football League management committee. Page 40

Table with 2 columns: Home News, Features, Overseas, Law Report, Archaeology, Leaders, Arts, Letters, Births, deaths, marriages, Science, Bridge, Business, Theatre, TV & Radio, Court, Crosswords, Diary.

Americans put on a brave face

From Michael Bayon Washington

President Reagan delivered a nationwide television broadcast yesterday on the collapse of the Reykjavik summit, as United States Administration officials tried to put a brave face on things by expressing hopes for a gradual resumption of arms control talks.

Officials said that the dialogue had moved ahead, and that it was "amazing" that the two leaders had come so close to agreement.

There were sharply differing assessments in Congress, with members both blaming President Reagan for missing a real chance for arms control and praising him for standing firm on his strategic defence initiative (SDI).

Democrats said the failure of the talks could win them votes in the congressional elections next month. However Republicans praised Mr Reagan for "refusing to blink".

While the president was criticized for accepting an invitation to the ill-prepared meeting, there now seems no likelihood of a full-scale summit in Washington.

Kremlin launches diplomatic drive

From Christopher Walker, Reykjavik

The Soviet Union is launching a diplomatic offensive designed to convince public opinion in the world at large that the breakdown of the Reykjavik summit was the sole result of intransigence by President Reagan on the issue of Star Wars.

Soviet diplomats in the leading capitals are being instructed to point out that because the new Soviet arms package remains on the negotiating table, a concession by the Reagan Administration or a future American government could still lead to sweeping reductions in offensive nuclear weapons.

Senior Soviet officials who took part in the weekend summit will join the information drive which the Kremlin plans to undertake on behalf of its proposals. Soviet sources said that Mr Mikhail Gorbachev, the Soviet leader, would also be pressing home the Soviet view in trips he has planned to India, Italy and other nations.

Before leaving here for Moscow yesterday morning, the Kremlin officials emphasized that the main aim of the diplomatic offensive would be to try and build up pressure on President Reagan which might then result in movement at the Geneva arms reduction talks.

"Although disappointed at what it terms "the failure" of the meeting, the Soviet delegation is convinced that Mr Gorbachev will have a far easier task selling the outcome abroad than Mr Reagan.

As part of the diplomatic offensive, Mr Viktor Karpov, the chief Soviet arms negotiator and a close confidante of Mr Gorbachev will have talks in London today with Mrs Margaret Thatcher. The decision to depute Mr Karpov for such an early briefing is seen as Soviet recognition of the special relationship she has with the White House.

Outlining plans for the information drive, Mr Georgi Arbatov, a senior Kremlin adviser on US-Soviet relations said: "We will be very visible. I can assure you. Our policy will go on, on the world is not limited to the US and the US is not limited to President Reagan. And President Reagan can also change his mind, as has been shown on some occasions."



Mr Renton: Putting blame on the Russians.

Report will clear RUC of shoot-to-kill charge

Father launches urgent appeal over 'animal' who killed schoolgirls

By David Sapsted

The father of one of the two schoolgirls found sexually assaulted and strangled in woodland near their Brighton home yesterday made a desperate appeal for information to track down the "animal" who had murdered his daughter.

Mr Barrie Fellows, aged 37, refused to make any plea to the killer. "I don't think I have any pleas to make to that man... that man is an animal. If he has a conscience, let him come forward."

He urged that anyone who had even a scrap of information should contact the police.

Mr Fellows said he hoped that the murderer would not turn out to be, as police believe he is, a resident of the large Moulsecomb council estate where both girls lived.

"I would like to think he doesn't. I would like it to be a stranger," Mr Fellows said. His daughter Nicola, aged 10, and her friend Karen Hadaway, aged nine, were last seen alive on Thursday evening when they set left their homes in Newick Road to buy fish and chips.

After a massive police hunt, their bodies were found lying together in dense undergrowth in woods at Brighton's Wild Park, just across the A27 dual carriageway from the Moulsecomb estate.

Mr Fellows made his plea as Sussex police launched the biggest manhunt ever seen in Brighton, with special emphasis on the Moulsecomb housing estate.

By last night, more than 1,000 people had spoken to members of a squad of 160 officers.

Sussex police said: "We plan to talk to everyone - parents, grandparents, children, everyone. We are taking time to question them closely, not just to ask them whether or not they saw anything."

By the end of the week police hope to have visited every one of the 2,000 homes on the estate and interviewed an estimated 7,000 people.

If reports were true that the girls had been taken away in a dirty blue car, then Mr Fellows said that he either knew the man or were forced in.

He said neighbours had been grief-stricken about the deaths and were enraged by them.

"When I found out they had been sexually assaulted I would have killed him then, if I could have found him. Can you imagine a girl sitting there seeing her friend getting strangled?"

"It's a terrible, terrible thing - why me?" Mr Fellows warned parents to keep their children indoors during the dark winter evenings.

His wife Susan was too distraught to be at yesterday's press conference and is staying with her sister in London. The man heading the hunt for the double murderer, Det Supt Bernie Wells, said yesterday that somebody must be screening the killer and said

they should come forward both for the murderer's sake and more especially, the sake of other children in Brighton.

Police were yesterday visiting schools in the area warning them of the dangers of going with strangers or even people they know.

Mrs Michelle Hadaway, aged 29, Karen's mother, said she believed that her daughter must have known her killer. It was "someone she knew, she trusted, she liked", Mrs Hadaway said.

Mrs Hadaway, who is six months pregnant, said her daughter was not the sort of girl to talk to strangers. She feared that the killer lived on the estate.

She said that her daughter Lindsey, aged five, was missing her sister and crying a lot. And she said that for the sake of other children anyone who had any information should come forward.

"All the time they are protecting them the more likely this person is to go and do it to some other child," Mrs Hadaway added.

She said she was now suspecting everyone and was even looking suspiciously at people she had known for years.

Meanwhile, police have praised the "magnificent" response from the public to the appeal for information. Local people have so far raised more than £8,000 as a reward to be offered for the conviction of the killer.



Mrs Michelle Hadaway and Mr Barrie Fellows at a press conference in Brighton yesterday (Photographs: Tim Bishop).

Syrians 'ordered human bomb'

A Syrian intelligence officer ordered a Jordanian journalist to use a girl to plant a bomb on an El Al jet flying out of Heathrow Airport, an anti-terrorist squad officer told the Central Criminal Court yesterday.

"He told me to use the girl because it is more secure," Nezar Hindawi, aged 32, the journalist, of no fixed address, allegedly told the police.

Mr Hindawi, accused of using his pregnant girlfriend, Miss Ann Murphy, also aged 32, as a human bomb in an attempt to blow up the Israeli plane, has alleged he was recruited by Syria. He has denied attempting to blow up the jet on April 17 with 375 on board.

Det Sergeant William Price, of the anti-terrorist squad, said Mr Hindawi claimed he was warned by the Syrians that if he said anything about it to the authorities, "in less than 24 hours a quarter of my family would be dead".

Mr Hindawi told him that after Miss Murphy booked a flight on the jet he told her to change it.

"I wanted her to keep changing the ticket so she would get fed up and I would escape and finish this," Mr Hindawi allegedly said.

Sergeant Price said that Mr Hindawi also told him the Syrians were dealing with the IRA.

He said Mr Hindawi explained why, after his arrest, he first told police he believed the package he gave Miss Murphy contained only drugs.

"Haitham Said (the Syrian intelligence officer) told me to say the story about drugs or they will kill my family."

Mr Hindawi was asked if he found it difficult to face the fact he was going to blow up a plane, the officer said.

Mr Hindawi allegedly replied: "The key in the calculator which should be in the off position to go bang, I put it on. I did not want it to go off."

The detective challenged him on why he had asked Miss Murphy to take it on the plane in that case. He replied: "I must take the bag. I was 100 per cent sure that security would catch it and Said would know I sent it."

Mr Gilbert Gray, QC, for the defence, suggested that the police threatened to send Mr Hindawi to Israel after his arrest and that the Israeli intelligence service, Mossad, would shoot him.

Sergeant Price denied that. Mr Gray accused the detective of going to Mr Hindawi's cell in the night and telling him "if we let you out, Mossad will shoot you. We, the British, will look for the man who shot you but he will escape."

The officer told the jury: "No, absolutely not." Mr Gray: "You told him the British Government would arrange for him to go to Israel in a short time."

Sergeant Price: "I did not." Mr Gray: "You told him he should co-operate and sign every paper in front of him and never dare suggest he had been threatened or put under pressure."

Sergeant Price: "Nothing like that was ever said." Mr Gray: "You told him, sign all the papers and you will be sentenced to 35 years in prison."

Sergeant Price: "I did not say that." The hearing continues.

The Bamber trial Parents 'fought for lives'

By Michael Horswell

The parents of Jeremy Bamber put up a desperate struggle for life as their son allegedly murdered them, a jury was told at Chelmsford Crown Court yesterday.

Dr Peter Vanezis, a Home Office pathologist, said that during the course of Nevill Bamber's fight for survival he received two black eyes, severe cuts and bruises to his face and head - injuries consistent with an assault from a rifle butt.

Mr Bamber, aged 61, who was shot eight times with a shotgun, was probably fighting for his life until the first of four head wounds killed him.

Dr Vanezis said: "In my opinion he was no longer struggling when the four shots to his head were fired but with all the other wounds he obviously was. These were fired while he had been immobilized."

Nevill Bamber's wife June, who was shot seven times, probably used her arms and legs in an automatically defensive way to ward off the shots fired at her.

Det Sergeant William Price, of the anti-terrorist squad, said Mr Hindawi claimed he was warned by the Syrians that if he said anything about it to the authorities, "in less than 24 hours a quarter of my family would be dead".

Mr Hindawi told him that after Miss Murphy booked a flight on the jet he told her to change it.

"I wanted her to keep changing the ticket so she would get fed up and I would escape and finish this," Mr Hindawi allegedly said.

Sergeant Price said that Mr Hindawi also told him the Syrians were dealing with the IRA.

He said Mr Hindawi explained why, after his arrest, he first told police he believed the package he gave Miss Murphy contained only drugs.

"Haitham Said (the Syrian intelligence officer) told me to say the story about drugs or they will kill my family."

Mr Hindawi was asked if he found it difficult to face the fact he was going to blow up a plane, the officer said.

Mr Hindawi allegedly replied: "The key in the calculator which should be in the off position to go bang, I put it on. I did not want it to go off."

The detective challenged him on why he had asked Miss Murphy to take it on the plane in that case. He replied: "I must take the bag. I was 100 per cent sure that security would catch it and Said would know I sent it."

Mr Gilbert Gray, QC, for the defence, suggested that the police threatened to send Mr Hindawi to Israel after his arrest and that the Israeli intelligence service, Mossad, would shoot him.

Sergeant Price denied that. Mr Gray accused the detective of going to Mr Hindawi's cell in the night and telling him "if we let you out, Mossad will shoot you. We, the British, will look for the man who shot you but he will escape."

The officer told the jury: "No, absolutely not." Mr Gray: "You told him the British Government would arrange for him to go to Israel in a short time."

Sergeant Price: "I did not." Mr Gray: "You told him he should co-operate and sign every paper in front of him and never dare suggest he had been threatened or put under pressure."

Sergeant Price: "Nothing like that was ever said." Mr Gray: "You told him, sign all the papers and you will be sentenced to 35 years in prison."

Sergeant Price: "I did not say that." The hearing continues.

Parents 'fought for lives'

By Michael Horswell

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Sergeant Price: "I did not say that." The hearing continues.

Portfolio Gold Family to decide on prize

A Civil Servant is the sole winner of yesterday's Portfolio Gold prize of £4,000.

Mr Derek Ashton, aged 63, from Woking, Surrey, has played the Portfolio Gold game regularly since it started in *The Times*.

"I am quite pleased about winning," Mr Ashton said yesterday. He said he checked his number just before setting out on a "journey to the fog".

"I was one short. I did a re-check but I was still one short. Then I saw that I had put down one of my numbers wrong and I added one. I had to concentrate very hard while driving on the motorway."

Mr Ashton added that he had not yet decided how he would spend his prize money. "I'll discuss it with the family tonight," he said.

Readers who wish to play the game can obtain a Portfolio Gold card by sending a stamped addressed envelope to: Portfolio Gold, PO Box 40, Blackburn, BB1 6AJ.

Lead pollution falls after additive cut

The concentration of lead pollution in the air from car exhausts has fallen by about 50 per cent in a year, after the cuts in lead additives imposed by the Government (Pearce Wright, Science Editor, writes).

An almost instant improvement in air quality is shown in preliminary figures published yesterday by the Department of the Environment.

It reflects the reduction of lead additive from 0.38 grams a litre to 0.14 grams.

The total amount of lead additive discharged from motor vehicles in the first three months of last year was 1,680 tonnes. Over the same period this year it was 640 tonnes.

Details of the improvement in air quality are contained in a report yet to be published by the Government's Warren Spring Laboratory, at Stevenage, Hertfordshire, which has been monitoring the atmosphere at the kerbside of 21 urban and rural sites since 1976.

The figures were disclosed yesterday by Mr William Waldegrave, Minister for the Environment. He met motor industry, coarser and environment groups to examine ways of encouraging a speedier introduction of cars using lead-free petrol.

House prices show 12% rise

Region	AVERAGE HOUSE PRICES			Change in Quarter	Annual Change
	Detached House	Semi-det House	Terraced House		
UNITED KINGDOM	£59,480	£39,300	£31,280	+4%	+12%
NORTHERN IRELAND	£41,320	£26,550	£18,100	+2%	+5%
NORTH WEST	£47,900	£29,020	£18,730	+2%	+6%
WALES	£44,540	£29,120	£22,310	+3%	+8%
SCOTLAND	£47,480	£34,540	£31,480	+2%	+6%
WEST MIDLANDS	£45,430	£28,130	£21,070	+2%	+4%
SOUTH WEST	£57,530	£38,580	£32,870	+4%	+13%
NORTH	£44,260	£27,310	£20,290	-1%	+3%
YORKSHIRE & HUMBERSIDE	£43,510	£28,420	£18,550	+1%	+6%
EAST MIDLANDS	£43,460	£27,830	£22,270	+2%	+11%
EAST OF ENGLAND	£57,820	£46,110	£37,890	+5%	+16%
EAST ANGLIA	£52,860	£35,520	£30,960	+1%	+10%
GREATER LONDON	£100,820	£71,630	£58,900	+7%	+21%
SOUTHERN AREA	£98,160	£58,210	£47,290	+6%	+16%

By Christopher Warman, Property Correspondent

House prices increased by 4 per cent in the third quarter of the year, the same rise as in the previous quarter, and giving an annual increase of 12 per cent to the end of September, according to the latest house price survey by the Nationwide Building Society.

The society says the 4 per cent increase for the UK showed that rises were not abating, and that they were caused by the ready availability of mortgage finance, and the continuing rise in real incomes.

The annual rate of house prices increase, 12 per cent, was 2 per cent higher than in the second quarter, and if the

present high level of housing activity continued it was likely that the annual rate of rises would be close to 15 per cent by the end of the year.

As the rate of increase continues well in excess of the increase in average earnings (7.5 per cent), the Nationwide points out that the house price/earnings ratio has increased to 3.54, compared with the long-term average of 3.25, making it slightly more difficult for prospective purchasers to buy.

The society reports that almost all of the significant house prices rises during the third quarter were in the South-east, and that the recovery

in prices away from London, which had appeared in the second quarter, seemed to have been short-lived.

House price changes in the quarter ranged from an increase of 5.7 per cent in the South-east, with London the highest at 7 per cent, compared with rises of only 1.2 per cent in most of the rest of the country and a fall of 1 per cent in the North.

Greater London, as with all the surveys, shows the greatest increase during the past year, 21 per cent. The South-east recorded a 16 per cent increase, and the North only 3 per cent.

MPs seek law to preserve school sports

By Nicholas Wood, Political Reporter

Local education authorities should be forced to make "proper provision" for competitive sports in their schools, a group of backbench Conservative MPs is insisting.

Mr William Cash, Conservative MP for Stafford, has tabled an amendment to the Education Bill, to be debated when the Commons returns next week, requiring local authorities to ensure that all children aged seven and over have every opportunity to play games.

The move reflects alarm about the decline of team games such as cricket, soccer and rugby under the impact of spending restraints and egotistical education philosophies.

Mr Cash said yesterday he had the support of many of his colleagues and the Central Council for Physical Recreation, which has been in the forefront of the campaign to revive the competitive spirit on school playing fields.

"I don't want to drive children against their will on to a freezing cold rugby pitch, but I do want to give them the opportunity to play the game if they wish. Because they don't believe in competitive sport, some of these left wing authorities are depriving children of the opportunity to take part," he said.

However, it is unlikely that Mr Kenneth Baker, Secretary of State for Education and Science, will accept Mr Cash's amendment. Although he is on record as deploring the "sour and pessimistic dismissal of the competitive spirit", he is believed to regard the amendment as impractical because not all schools can offer the range of sports listed.

Chelsea fan cleared on 'Fat Man' charge

Terence Matthews, a Chelsea football fan, was not "The Fat Man" who nearly killed a public house manager with a broken glass, a Central Criminal Court jury decided yesterday.

But Matthews, of Buckhold Road, Wandsworth, south-west London, did take part in the fight during which the manager was seriously injured, the jury said.

Matthews, aged 26, a scrawpy worker, was jailed for four years for affray in the Henry J Bean public house in King's Road, Chelsea, south-west London.

But he was found not guilty of causing grievous bodily harm to Mr Neil Hansen, the manager, on December 29, 1984, and was acquitted of riotous assembly outside Chelsea's Stamford Bridge ground.

Matthews had told the jury that he had not attacked Mr Hansen, although he admitted prodding him in the chest and kicking off his glasses.

The public house fight came in the evening, after Chelsea had suffered a 2-1 home defeat against Manchester United.

Two football hooligans were sentenced by Bradford Magistrates' Court yesterday for their part in the riot at Odsal Stadium, on September 20.

John Richard Cresswell, aged 21, from Bawn Drive, Old Farnley, Leeds, was jailed for three months and Richard Jordan, aged 18, a labourer from Sunny Brow Lane, Bradford, was sentenced to eight weeks detention.

Yacht rescued after 25 days adrift

By Richard Ford

Two fishermen hope they have landed their most valuable catch with the discovery of an abandoned yacht floating off the west of Ireland.

They rescued the 45ft aluminium-hulled Sentigen as it drifted towards rocks off County Galway.

The Dutch-owned yacht was abandoned in a force nine gale off the Azores 25 days ago while its owner, a retired doctor, and his wife were sailing from New York to The Netherlands.

Yacht rescued after 25 days adrift

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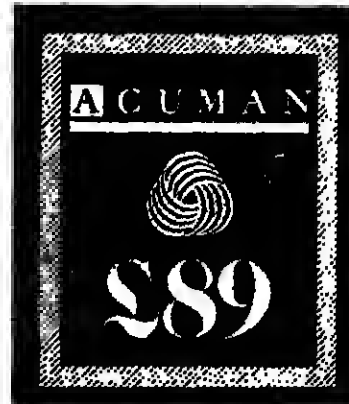

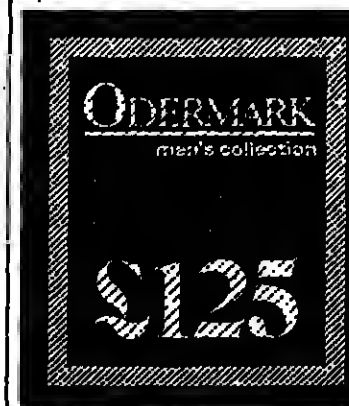
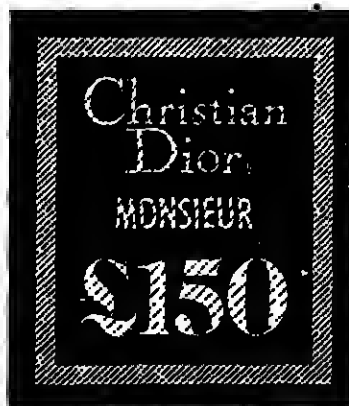

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 <p>ODERMARK</p> <p>£125</p> <p>NORMALLY £175</p>	 <p>Christian Dior</p> <p>£150</p> <p>NORMALLY £210</p>	 <p>Van Heusen</p> <p>£95</p> <p>NORMALLY £125</p>

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Old to murder army chief is foiled

poll set

IRA squad helped ex-pil

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hurt told

Computer expert jailed after selling banned equipment to Russians

A leading British computer engineer was yesterday sentenced to nine months in prison after he admitted illegally exporting to the Soviet Union computer equipment worth millions of pounds.

Bristol Crown Court was told that Alan Simmons, aged 41, was exporting advanced, prohibited computer equipment to Moscow, which posed a threat to national security.

Mr Simon Darwall-Smith, for the prosecution, said that Simmons was using fictional names and documents to channel the technology behind the Iron Curtain.

Simmons, of Dens Farm, Wadhurst, near Tonbridge Wells, Sussex, admitted eight charges of illegally exporting without a licence, and he was jailed for nine months on each count, the sentences to run concurrently. He was also fined £20,000 on one charge.

Mr Justice Stuart-Smith told him: "It is clear that these items were capable of military use, even though they may well have been well-known to the Soviet authorities."

Mr Darwall-Smith described how Nato member countries draw up lists of equipment which could be of military use to the eastern bloc. The items Simmons was exporting were on those lists. Some of the equipment, he said, would have advanced the Soviet military command and control facilities.

But he added it was impossible to put a figure on the value of this equipment, or the profit that Simmons made.

During committal proceedings earlier, magistrates were told that Simmons bought the British and American-made computers for around £1 million, and then sold them to the east "for something like two-and-a-half of three times the price".

Simmons, trading as Simmons Computer Services, or Pratts Ltd, purchased the equipment to Britain and West Germany then arranged for it to be exported through a London company, G P Office Supplies, of Connaught Street.

But Customs and Excise investigators found that the Connaught Street address was nothing more than a mail drop and a "Mr Browning", said to be Simmons' partner, did not exist.

When Simmons was arrested, at Birmingham Airport in November 1984, investigators found that he was also using another false name, Mr West.

Using that name, Simmons was shadowed as he collected a consignment of computer equipment in Bristol and then drove a hired car to Birmingham Airport where he met an unidentified woman at the arrivals terminal.

Undercover customs and excise officers then saw Simmons unload the computer equipment into an export warehouse where he arranged for it to be shipped to Wiesbaden in West Germany. That, Mr Darwall-Smith said, was a false destination.

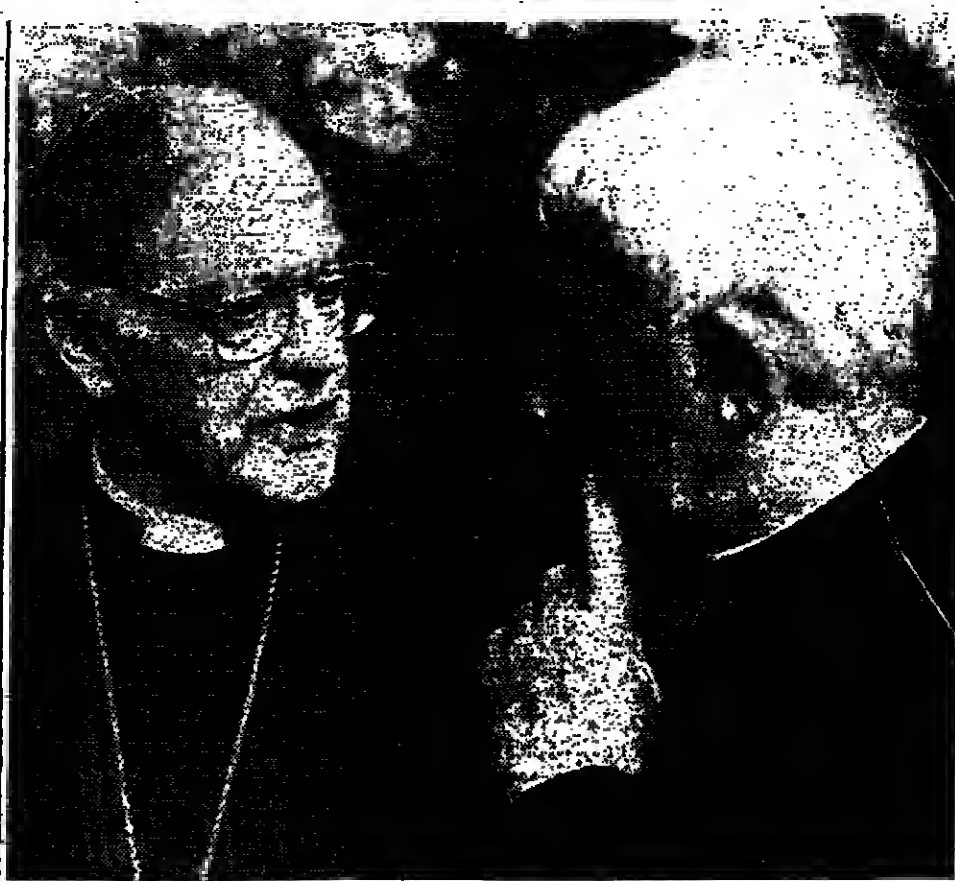
Investigators found that Simmons used a Leichenstein-based company, Interignum, to receive his instructions and payments from the Soviets, which were then banked, they suspected, in Switzerland.

Mr Paul Chadd, QC, for the defence, described Simmons as "a buccaner" whose aim was to make profit out of the Russians with "nefarious" dealings.

He said that Simmons, a father of two, was one of the world's leading digital computer engineers, who had held major consultative posts with international companies.

He poured scorn on the prohibitions on exporting certain equipment to the east, and added: "To pretend that these prosecutions can achieve anything is doubtful".

Mr Chadd said: "There is nothing in these charges of value whatsoever to the Russian military machine."



Dr Runcie (left) with Cardinal Hume yesterday (Photograph: Paul Lovelace).

Call for ecumenical day of peace

The Archbishops of Canterbury and Westminster, Dr Robert Runcie and Cardinal Basil Hume, jointly appealed yesterday for national prayers for peace on October 27, the day leaders of all the main world religions are to join Pope John Paul II for a "day of prayer" at Assisi, Italy (Clifford Longley writes).

The archbishop and the cardinal will both be in Assisi.

Dr Runcie leading the delegation from the Anglican Communion, and Cardinal Hume as President of the Council of European Bishops' Conferences.

At a joint press conference at Lambeth Palace, Dr Runcie said the outcome of the talks between Mr Gorbachov and President Reagan were "deeply disappointing", although he felt insufficient information had emerged so far to make a judgement.

The two English church leaders will join leaders of the Jewish, Muslim, Hindu, Buddhist, Sikh and Shintoist faiths for a series of ceremonies and prayer meetings.

Cardinal Hume called for prayers that there should be no repetition of the two world wars and that nuclear weapons will never again be used.

Glamour of science for new generation

By Tim Jones

Professor Paul D Cook, MBE, is convinced that industry must be made more glamorous, although the "fairy-tales of Cambridge and Oxford may be horrified".

For his launch, tonight, of "Scheme '87 Jobledge", a scheme which he hopes will provide jobs for 10,000 of next year's school leavers, he has bullied, pressed and persuaded showbusiness stars to be present at the Natural History Museum, South Kensington, London.

Professor Cook, consultant to British Aerospace and professor of laser technology at Brunel University, believes Britain is finished unless engineering and technology can achieve the high-flying status it achieved during the 1960s.

Which is why he and the trustees of the British Science and Technology Trust will tonight be feting guests from show-business.

They include Sue Pollard, the actress who played the accident-prone chalet maid in *Hi-Di-Hi*; the television series set in a holiday camp of the 1950s, a period when new technology meant a fresh ribbon for the typewriter.

He hopes that employers from all aspects of British industry will promise to give at least one young person a full-time job as a result.

Huge posters featuring "Bisto-style" children will appear in large cities asking potential employers to give the young a chance.

Professor Cook said yesterday: "Children today see *Dad's Army* and none of that glamorous science or technology. In the real world show-biz stars influence people, which is why I am pleased many of them have accepted the invitation to come along to the launch." "At first, I and my fellow trustees of the British Science and Technology Trust, were going to confine the effort just to science and engineering. But after consideration we thought that unfair and now we want any employer in any field to ring us up and pledge a real job for a young person."

He added: "We must get mums and dads aware of the opportunities in engineering and science and I hope that the involvement of stars from showbusiness will make them aware of the opportunities."

Baker may snub Tory council on education

By Nicholas Wood Political Reporter

One of Britain's most Thatcherite local authorities is bracing itself for a double rebuff from Mr Kenneth Baker, Secretary of State for Education and Science, over its schemes for teacher appraisal and measuring the performance of schools.

Conservative-controlled Croydon is among nearly 20 authorities competing to pioneer appraisal in the wake of the outline agreement on teachers' pay and conditions reached at Coventry in July.

It believes that pupil performance should be one of the main criteria for assessing teachers' work.

It argues that raising educational standards must be the main goal of appraisal, while the other authorities emphasize teachers' career development and better overall management of staff.

Mr Baker is expected to announce the six winners to conduct pilot schemes at the end of this month. The results will be used to draw up a national framework covering teacher assessment.

Croydon is also pressing for funds from the research budget of the Department of Education and Science to help it with a project examining the links between educational expenditure and output.

But it is likely to be disappointed on both counts. It is understood that Mr Baker believes that the Croydon scheme is too tough and that including it among the pacesetters would inflame teachers' unions.

Yesterday, Mr Donald Naismith, director of education for Croydon, said he was aware of suggestions that his authority would not be among the chosen six.

Over the past two years, Croydon has angered teachers' unions by introducing a series of measures aimed at making schools more accountable to parents and ensuring value for money. They include:

- Standardized testing of children in English and mathematics at the ages of seven and 11 and releasing the results to parents.
- Publication of a parental guide to the curriculum.
- Collaboration with a City-based company of management accountants on objectives for comparing schools.

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PARLIAMENT OCTOBER 13 1986

Glasgow's 'bus war' resulting from vigorous competition

HOUSE OF LORDS

The "bus war" in Glasgow has led to 350 buses an hour being driven along Renfield Street, the House of Lords was told today.

Lord Brabazon of Tara, Under Secretary of State for Transport, said that if the vigorous competition between buses in Glasgow were to produce severe congestion, the traffic commissioner could "determine appropriate traffic regulation conditions" in response to a request from the traffic authority - in this case Strathclyde Regional Council.

The traffic commissioner's office in Scotland told *The Times* that no request for conditions to be imposed had yet been received, but meetings were being held to try to achieve some agreement between the traffic authority and the various operators engaged in Glasgow.

If no agreement emerged from these meetings, a request for conditions to be imposed, such as the use of certain routes, could be made to the commissioner.

The commissioner could act at once, but if a bus operator objected, an inquiry would have to be held.

Lord Brabazon of Tara said in the House of Lords that the Transport Act 1985 had been intended to encourage competition and thus to benefit bus passengers. There was vigorous competition in Glasgow.

The question was raised by Lord Tordoff (I) who said that there was a little more than appropriate competition and he feared the situation could occur

in other cities when there was complete deregulation.

Lord Brabazon of Tara said that the traffic commissioners' power to make conditions would apply in other areas, if needed.

Lord Campbell of Croy (C): In Glasgow there are buses in search of waiting passengers, an exact reversal of the situation which obtained until recently. That is a welcome change for the public.

Lord Brabazon of Tara: He is right. We were told during the passage of the Transport Bill that the buses would disappear. Now it seems that the opposite has happened.

Lord Underhill (Lab) said that at certain peak periods, 350 buses an hour were using Renfield Street and that meant congestion. If that were to continue, would steps be taken to collate information for the bus passengers?

Lord Brabazon of Tara repeated that regulation was a matter for the traffic commissioner.

Lord Somers said that one way to which the bus would compete would be to try to arrive at destinations more quickly than their competitors and that could be a serious threat to road safety.

Lord Tordoff said that public money was being used to try to swamp private operators trying to operate within the terms of the Act. Public money was still going into transport in Scotland in quite a big way.

Lord Brabazon of Tara: The Government is keeping in touch with the competitive situation and if any evidence emerges, the Government will take the appropriate action, as doubtless will the Office of Fair Trading.

Minister confident for future of ferries

Competition between cross-Channel ferry companies on most routes means that, in spite of the present Sealink dispute, the future of the ferry services is not in doubt, Lord Brabazon of Tara, Under Secretary of State for Transport, said during question time in the House of Lords.

He said that the ferries would retain a significant role after construction of the Channel tunnel.

Lord Underhill (Lab) said that the unions concerned in the dispute after 300 men had been sacked without the slightest notice or consultation believed it to be a disastrous situation they should not be facing today.

The dispute had spread to other ports and could spread further. The Government had a responsibility to do something about it.

Lord Brabazon of Tara: I agree that the Sealink situation is serious, but talks are continuing and it would be wrong to make any further statement.

I do not accept that the sale of Sealink was wrong. That decision would have had to be made if it had remained in the hands of British Rail.

Lord Cledwyn of Penrhos, Leader of the Labour Peers, asked whether the arbitrary and damaging decision at Weymouth had been reported to the Secretary of State for Transport, who had reserve powers under the Transport Act 1981.

Lord Brabazon of Tara: The Secretary of State's power to take action is not great at present. He holds a golden share but it would only come into play if Seaco tried to sell Sealink.

Parliament today
Lords (2.30): Financial Services Bill, report stage.

Doctors to identify babies at heart

As-Pos...

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Doctors nearer to identifying babies at risk of heart defect

By Pearce Wright, Science Editor

A cause of heart defects in newborn babies has been found which could lead to early identification of infants who might be at risk.

The discovery has opened the way for work into prevention measures.

The research doctors, from Leeds University, discovered that heart defects occurred in babies whose mothers carried a certain type of molecule in their blood serum.

The substance crossed the placenta from the mother to the developing foetus, where it reacted harmfully with heart tissue.

The discovery links into other research showing that children can be born with temporary mild symptoms of illnesses from which their mothers suffered a long time before they became pregnant.

The temporary conditions are believed to be triggered by antibody molecules, produced by the body's immune system during the illness to protect against a repetition of the infection. When the antibody crosses the placental barrier, the equivalent of a mild reaction to a vaccine is created.

On most occasions the remarkable properties of the placenta protect the developing foetus, by stopping poten-

tially harmful molecules passing from mother to the developing child.

But the experience of thalidomide showed the irreparable damage that occurred when an unwanted molecule breached the filtering mechanism.

In sharing the mother's blood circulation, the growing infant is also protected indirectly by the parent's general immunity to illnesses. Hence, the potentially devastating effects to the foetus of the German measles virus are blocked in the mother's body by the protective antibodies of a previous episode of the disease.

But observations by doctors working in Leeds with Professor James Scott, revealed a class of antibody which can cross the placenta and attack heart tissue. The details of the study, supported by the British Heart Foundation, are contained in a paper in the *New England Journal of Medicine*.

The harmful molecules, which belong to a family of proteins known as immunoglobulins, can be measured in the blood serum before pregnancy. Professor Scott's team is searching for a way of "blocking" their action.

Films and pop fare best on cable TV

By Jonathan Miller, Media Correspondent

Pop music and films are doing better on cable television than sport and art, according to new research.

But Independent Television and BBC1 still do better than any of the new programme services created to service cable television.

A survey of 670 cable households in Britain, conducted by AGB Cable and Viewdata, the research company, shows that 90 per cent of cabled homes watch ITV every week and 87 per cent watch BBC1.

The most popular cable service is the film channel, Premier, which attracts 76 per cent of the audience every week. Mr Rupert Murdoch's Sky Channel, which programmes light entertainment with a heavy dose of pop videos, reaches 49 per cent of the audience.

The survey shows that cable viewers prefer Channel 4 and BBC2 to most of the new services created for cable. Channel 4 reaches 48 per cent of the audience while BBC2 is viewed by 45 per cent. Screen Sport and the Arts Channel reach 28 per cent and 4 per cent respectively.

Sky Channel now reaches seven million homes in Europe, an increase of a million in five months.

The fastest growth is in West Germany where connected homes have reached a million.



After the raid, the squatters with a memento from their "home", a portrait of Colonel Gaddafi, the Libyan leader (Picture: Peter Trievnor)

Gang try to evict squatters

A gang of 10 men armed with a sledge-hammer and a knife broke down the door of a Libyan-owned building in central London yesterday in an attempt to evict a group of squatters.

Some of the 12 squatters were kicked, punched and threatened. Women in the group had bedclothes ripped off.

The men, who had a Doberman Pinscher dog with them, were led by an Arab.

They arrived at the building in Queens Gate Terrace, Kensington, at 8am.

Miss Susan Riddoch, aged 23, said the men came into the room screaming and yelling.

"They ripped the sheets off the bed and told us to get up, get out and go home to mummy. They insulted us and called us cows," she said.

Miss Kristy Kistler, aged 17, said: "It was horrible. They watched two other naked girls getting dressed in spite of being asked to leave."

Mr Robin Marshall, aged 28, the spokesman for the squatters, said: "Three heavily built men stormed into my bedroom on the second floor and dragged me out of bed. I ran outside and phoned the police."

Police officers halted the eviction and told the gang that they would need a court eviction order.

Planning controls: 2

Permission puzzle adds to confusion

The planning system was devised to ensure fairness for all. But as Hugh Clayton reports, in the second of three articles, there are fears that it is not quite as just as it is meant to be.

Three features of the planning system cause widespread resentment and suspicion. One is the exclusion of farm buildings.

If you want to erect a carefully designed office block in the countryside, you must seek local council permission. If, instead, you are a farmer and want to put up a corrugated barn with a tractor shed attached, you do not have to ask anybody, no matter how enraged the neighbours may be.

Further resentment is caused by "deemed planning permission", which enables councils to award themselves leave to put up new buildings. The logic is impeccable. The law says that if you want to build something substantial, you must ask the local planning authority. If you are the local planning authority, then you must ask yourself.

When the Commons Select Committee on the Environment took evidence on the planning system early this year, it heard many complaints about "deemed permission". Mr Graham Eyre, QC, an inspector at the inquiry in the early 1980s into the proposal to build London's third airport at Stansted aerodrome, Essex, described that as "a curious machinery" of which advantage could be taken.

"It is not that it is, it is that people think it is. Unless you change the system radically, you will not get rid of the psychological barrier that the layman feels," he said.

The trend towards decision by appeal is the third cause of discontent with the planning system. If you apply to your local council for permission to build something, and are refused, you can appeal to ministers. Most such appeals are decided by inspectors appointed by ministers, rather than by ministers themselves.

More and more such appeals are being upheld, which means that developers can leapfrog local decision-making. The percentage of upheld appeals has risen from 25 to 41 per cent in 10 years. If local questions are to be decided increasingly by central government, why then have local scrutiny at all?

Tomorrow: Remedies

MPs' last chance for change on tunnel Bill

By Martin Fletcher, Political Reporter

MPs considering the Channel Tunnel Bill today begin their final 11-day session of hearings before making amendments that could crucially affect the financial viability of the tunnel project itself, of the south coast ports and of the rival ferry companies.

In theory, the select committee was convened to examine only the Bill's effect on private interests but in practice it seems likely to go far beyond that limited remit.

The tunnel's opponents, notably Sealink ferries, have repeatedly emphasized the dangers of allowing passengers to travel through the rail tunnel while in their vehicles.

The select committee is also aware of attempts to produce the hearings as a public platform from which to undermine the confidence of the tunnel's allegedly nervous financial backers.

However, at least one MP has threatened to produce a minority report if the committee does not address the question of safety, and other committee members broadly support him.

It is not impossible that the committee could call for the separation of passengers from their cars, thereby adding millions to the project's cost and seriously eroding the tunnel's time advantage over the ferries.

While the Transport and General Workers' Union will attempt to raise the question of safety again this week, the British Ports Association is likely to emphasize the importance of fair competition, giving a warning that up to 100,000 jobs could otherwise be lost over a period of time in ports throughout the country.

Again the tunnel's opponents will argue that it is unfair that the ferries have to separate passengers from vehicles while the tunnel does not.

The committee may call for the ferry companies to be released from an Office of Fair Trading ban on them co-operating with each other, enabling them to stagger their sailings rather than running simultaneous and competing sailings.

Head is jailed for sex assaults

A primary school headmaster who took part in sexual games with young boys was jailed for four years yesterday.

Ernest Lane, aged 58, in 1981, had sexually abused eight and nine in a classroom and on a holiday trip to the Isle of Wight last year.

Exeter Crown Court was told that Lane resigned from the Bickleigh Church of England school near Tiverton, Devon, after the offences, came to light. He asked for nine other offences to be taken into consideration.

Lane, a married man, of Limestone Mead, Tiverton, admitted five charges of gross indecency and indecent assault.

£175,000 for deaf teenager

Christopher Hunter, aged 18, of Chesterfield, Derbyshire, who went deaf in infancy after being treated with an antibiotic drug spray, was awarded £175,000 damages in the High Court yesterday.

In 1970, he was treated with the drug Neomycin, for third degree burns from scalding at hospitals in Bath and Bristol. The damages and costs are to be paid by the Wessex and South Western Health Authorities.

River sealed to save fish

Scientists sealed off the River Lark flowing into the River Ouse in Cambridgeshire yesterday to stop the spread of organic pollution which has killed thousands of fish.

The operation was launched after a sewage station leak at Bury St Edmunds, Suffolk.

Property case

Mrs Soraya Khashoggi failed to appear at Winchester County Court yesterday because of medical reasons to apply for the return of property, alleged to have been stolen from her homes in Britain and seized by police in 1983 at a flat in north London. The case was adjourned.

Royal lights

The Duchess of York is to switch on Christmas lights in Regent Street, London, on November 13, marking a return to tradition.

Ex-PoWs step up campaign

By Trudi McIntosh

Twenty-five British former prisoners-of-war who claim they were used as "guinea pigs" in germ warfare experiments, conducted by Japanese doctors, have stepped up their campaign for compensation from the Japanese Government.

The men, who spent up to four years in the Mukden PoW camp in Manchuria during the Second World War, have again appealed to Mrs Margaret Thatcher to take up their case.

Their spokesman, Mr Arthur Christie, aged 65, of Bryncren, north Wales, said yesterday that American survivors from Mukden and other camps in Japan and

Korea, had just completed giving evidence to a Congressional hearing before the House Veterans Affairs subcommittee on compensation, pension and insurance.

The American PoWs are campaigning for a 60 per cent disability pension for all PoWs in the United States, irrespective of the camps in which they were interned.

Although a decision on the hearing will not be known for some months, Mr Christie said that Mrs Thatcher could no longer ignore the "terrible injustice facing the last few British survivors."

"We want a full public inquiry in Britain, similar to the Washington hearing. It is

the very least the British Government can do after sweeping the matter under the carpet for the past decades," Mr Christie said.

Copies of a diary kept by the British PoWs of life behind the barbed wire at Mukden were given in evidence at the American hearing.

"We are not after revenge, but truth and justice. We don't want compensation from the British Government. The Japanese Government should be made to pay compensation to the British survivors."

Mr Christie said that only 25 out of the 87 men who returned to Britain from Mukden, have managed to reach the age of 65 and over.

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After the Reykjavic impasse: East and West fire first shots in the propaganda battle

Superpower relations in limbo as each side blames the other

From Christopher Walker, Reykjavik

Relations between the super-powers have been left in a curious state of limbo as a result of the breakdown of the Reykjavik summit, responsibility for which the Soviet Union is determined to pin squarely on the shoulders of hawks within the Reagan Administration.

Senior Soviet sources made clear before Mr Mikhail Gorbachov, the Soviet leader, left here yesterday for Moscow, that no realistic possibility of holding the scheduled Washington summit now existed unless there were clear indications that the Reagan Administration was willing to compromise the stand on Star Wars which it took to Iceland.

"This is a moment of truth," said Mr Georgi Arbatov, head of Moscow's influential USA and Canada Institute and one of Mr Gorbachov's closest advisers. "I think it is very important what happened at Reykjavik because from now on, a lot of fig leaves have been shed and a lot of things are absolutely naked."

Sunday afternoon negotiating session. That was the time, in the words of Mr Gorbachov, that "the real fight began over two approaches to ending the world's arms race and banning nuclear weapons".

Soviet tactics were again clearly displayed by Mr Arbatov in a sharply-worded interview after the summit collapse. He was asked what Mr Gorbachov had meant when he said that the Kremlin would wait while the Americans reflected on the consequences of what had occurred in Reykjavik on October 11 and 12.

"It is simply that nobody can accept on such a question (as the potential elimination of nuclear weapons) America's 'no' as an answer," Mr Arbatov replied. "It is impossible, we just cannot allow it."

Why the Kremlin can so often seize the propaganda advantage," one Western source explained.

Despite genuine disappointment on the Soviet side at Sunday's failure to secure what both sides agreed would have been unprecedented cuts in nuclear arsenals (as opposed to the limitation only agreements reached until now), there was also satisfaction among Mr Gorbachov's advisers that once again they had emerged with an advantage over the Americans, who will have a harder job selling President Reagan's decision to the world.

Soviet sources here noted that, as in Geneva last November, Mr Gorbachov had also been able to score a considerable tactical advantage by staging an immediate, post-summit news conference, while President Reagan chose to leave immediate explanations of the summit's dramatic collapse to his Secretary of State.

At the press conference — held in a cinema from which posters of the Rambo-style American film *Top Gun* had been hastily removed by the Icelandic authorities — Mr Gorbachov turned in a vintage performance.

One of the few hopeful signs to emerge from account of a negotiating failure was Mr Gorbachov's lack of personal antipathy towards Mr Reagan.

"My impression is that we can deal with President Reagan," Mr Gorbachov said. "We can continue dialogues with him, we can work together."

As a result of the indefinite postponement of the Washington summit, and by definition the 1987 one which should have taken place in Moscow, the only theatre left for dialogue appeared to be the long-running nuclear arms reduction talks in Geneva.

"They (the talks) have got to get out of the swamp," said Mr Arbatov, without explaining how the negotiators could progress in face of the obstacle of a linkage to Star Wars or all proposals made at Reykjavik.

"They have to make a new impetus now and they have to make a new beginning."

However, immediate causes are not necessarily fundamental ones. East-West arms control talks have run into trouble too often in the past for one single contemporary explanation to suffice.

They have run into trouble because of the high level of distrust; because of nervousness about monitoring and ensuring compliance with any agreements; because of extreme difficulties in defining exactly what is permitted or prohibited under agreements; because of concern on the part of military leaders; and because of fears that one aspect or another of an agreement will be advantageous to an adversary or harmful to an ally.

In the immediate aftermath of Reykjavik, each side has blamed the other for the breakdown of the talks —

Leaders go their separate ways



President Reagan embracing his wife Nancy, after arriving at Andrews Air Base, while Mr Mikhail Gorbachov and his wife Raisa, leave for Moscow.

Adam Roberts on the future of arms control

A window of opportunity beginning to close

At Reykjavik, as so often before, arms control negotiations seemed to promise a great deal and ended up delivering nothing. Two questions immediately arise: why did the mini-summit end without formal agreement? And what hope is there now for future negotiations succeeding?

The immediate cause of this deeply disappointing breakdown is the US Star Wars plan — the Strategic Defence Initiative: according to one's viewpoint, one can either blame Mr Gorbachov's apparently last-minute insistence that without new restrictions on Star Wars there would be no deal, or one can blame Mr Reagan's apparently inflexible determination to go ahead with this debatable project.

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In the immediate aftermath of Reykjavik, each side has blamed the other for the breakdown of the talks —

though so far in fairly restrained terms. Thus arms control, as so often, served as an instrument of political warfare.

In fact weaknesses in the arms control approach itself — weaknesses which affect both sides — have to explain the failure.

Despite the expectations inevitably raised by a summit, the most that could have been hoped for from Reykjavik was a very preliminary broad-brush agreement outlining the main features of a possible future treaty.

Turning such agreements into treaties is a slow and tricky business at the best of times — witness the five years it took to turn the November 1974 Vladivostok accord on inter-continental missiles into the ill-fated and unratified Salt 2 treaty of 1979.

Reykjavik had seemed to open up a "window of opportunity" for arms control precisely because President Reagan, with two years left of his presidency, had just enough time to secure the passage of an agreement

through the difficult phase of treaty-making and the equally hazardous phase of congressional ratification. Time is now running out on that hope.

As this window of opportunity begins to close, can anything be salvaged from the shambles?

Many will still hope so, including those who supported American rearmament in the

It was all or nothing. It is not surprising they shied away from a deal

hope that it could lead to genuinely equal measures of disarmament, and those European NATO governments which have adhered firmly to the multilateralist path through seven long years in which there have been no new agreements and much public scepticism.

Any arms control progress in the next few years will probably involve selecting particular issues which are capable of solution by formal agreement.

The whole history of arms control is one of fixing on issues more or less on their own: Antarctica in 1961, nuclear tests in 1963, biological weapons in 1972, and most recently, at Stockholm, the observation of military manoeuvres.

By contrast, the negotiators at Geneva in the past few years have taken on three important sets of issues — intermediate nuclear forces, inter-continental nuclear forces, and space weapons — and they have in the event been unable to disentangle them from one another.

Furthermore, their work has focused largely on numerical-limit type agreements, which have an uninspiring historical record and have the unfortunate side effect of making numbers seem especially significant.

Both the US and the Soviet Union have been guilty in the past few years of putting forward schemes for the massive reduction of nuclear weaponry which were grandiose but lacking in detail. At Reykjavik this seems to have happened again.

The hopes that they would concentrate on a preliminary accord on one single matter — intermediate nuclear forces — were dashed. To the end it was all or nothing. It is not surprising that they shied away from a deal.

Something could be salvaged from Reykjavik. On Sunday evening Mr George Shultz said the two leaders "had laid the foundation for some important potential agreements on cutting strategic and medium-range arms". These will doubtless be taken to the Geneva drawing board.

However, they have no chance of being implemented unless a more serious attempt is made to abstract out of the complex web of strategic relations those subjects which are suitable cases for treatment.

In a grossly over-armed world there is no shortage of candidates. Possible cases include nuclear testing, discussed at Reykjavik; measures to prevent surprise attack; chemical weapons; and the maintenance of Salt 2 and the Anti-Ballistic Missile Treaty.

Above all, this failure of arms control diplomacy places an obligation on states out to place all their eggs in the fragile basket of new arms control accords.

They need not only to conduct their relations in a cautious manner, but also to construct their military policies to be manifestly defensive, without benefit of the increasingly incredible alibi that they are arming in order to disarm.

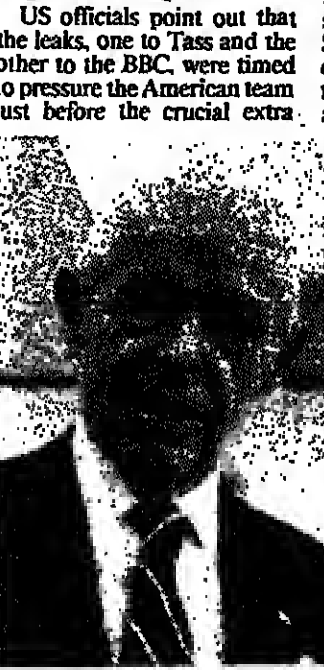
The managing editor of the left-wing newspaper *Thjodviljinn* said bitterly on Sunday night that he felt the American delegation had behaved badly towards Iceland.

The author is Professor of International Relations at Oxford University.

Both Mr Arbatov and Mr Yevgeny Velikhov, a leading member of the Soviet arms control team, chose to break the news blackout agreed by both governments to present the world with the tantalizing notion that major cuts in nuclear arsenals were just around the corner.

Senior Western observers are convinced that the leaks were part of a Soviet strategy to bring Mr Reagan to the hastily-arranged "pre-summit summit" in Iceland and then to depict him as the main obstacle to peace if — as happened — it failed to reach a single concrete agreement.

US officials point out that the leaks, one to *Tass* and the other to the BBC, were timed to pressure the American team just before the crucial extra-



Mr Paul Nitze, left, President Reagan's special arms talks adviser, with the West German Foreign Minister, Herr Hans-Dietrich Genscher, at Nato HQ in Brussels yesterday.

Whitehall view

Ministry surprised at Russian insistence

By Peter Davenport, Defence Correspondent

Senior Ministry of Defence officials yesterday admitted their disappointment at the failure of the Reykjavik summit, but said they were surprised that the Russians had been so firm in their insistence on linking the US Strategic Defence Initiative (SDI) with arms control agreements.

In pre-summit discussions between Whitehall and Washington, the Government had been fully aware of how far President Reagan was prepared to go in his efforts to secure a major initiative including the suggestion of the complete removal of cruise and Pershing missiles from Europe.

However despite the genuine disappointment at the failure to conclude an agreement, the Government remained "very supportive" of the American position over the refusal to abandon Star Wars research.

There was an awareness that the Soviet leadership would be out to extract the maximum propaganda value out of their insistence that it was only President Reagan's seeming intransigence on Star Wars that stood in the way of a major arms reduction agreement.

Although the UK and West

Poland briefing

Soviet allies await their cue

From Roger Boyes, Warsaw

Poland is also planning expeditions to the West, albeit at a less elevated level.

The good news for the Pact is that these trips are probably still on. There is to be no all-embracing East-West deployment, diplomats in Eastern Europe say.

"What will probably change is the content of East-West political talks," one analyst explained. "There will now be an all-out crusade against Star Wars."

The tone of East European press coverage of the summit yesterday showed how the Pact will use the Reykjavik failure: American obstinacy over the Strategic Defence Initiative is holding up a breakthrough on intermediate-range missiles in Europe and strategic weapons control.

The headline in the Polish Communist daily *Trybuna Ludu* was typical: "Reagan does not exploit the historic chance to limit nuclear arms."

The mission of East European visitors — especially to countries like West Germany who are associated with SDI — is to drum up support for

World reaction

Nakasone cites 'severe' climate

New York (AP) — Initial world reaction to the Reykjavik summit stalemate included a significant measure of disappointment, but included calls that the lack of progress not be allowed to spur the arms race or threaten world peace.

The two-day session in the Icelandic capital ended without any accord on nuclear weapons or testings, terms the superpowers had said were on the agenda.

Mr Yasuhiro Nakasone, the

Japanese Prime Minister, said last night: "I highly value the efforts by the two leaders in the summit. It is very regrettable that they failed to reach a final agreement. Judging from the outcome, we can tell that the undercurrent in the international situation is very severe."

Mr Leo Tindemans, the Belgian Foreign Minister, said he was "slightly disappointed, but I am not without hope. If it is true that the Strategic Defence Initiative blocked an

demanding new concessions on Star Wars from the Americans. That restricts the negotiating space somewhat for a man like Herr Honecker, who wants to make his trip to West Germany — perhaps his last as party leader — an occasion of historic importance for the two Germanies.

The main concern for Poland is how the indeterminate outcome of Reykjavik will affect US sanctions against Warsaw. It has been clear for some time that Washington was about to lift some or all the remaining sanctions, which include a freeze on new credits and suspension of Most Favoured Nation trading status.

But this move was predicated to some extent on a successful summit that would usher in a new coöperative phase in East-West relations. Diplomats say that the US will probably lift sanctions anyway, but the announcement may be delayed and the decision more cautiously implemented than might otherwise have been the case.

Bonn plans security clampdown

Bonn plans security clampdown

Bonn (Reuters) — The West German Government announced emergency plans yesterday to step up security in Bonn after the shooting of a senior Foreign Ministry official by Red Army Faction urban guerrillas.

Herr Friedrich Ost, a Government spokesman, said senior civil servants and security advisers had met to discuss the implications of Friday's killing.

Soweto survey

Johannesburg (Reuters) — More than half of the adults in South Africa's biggest black township, Soweto, are out of work, according to a survey.

Aden elections

Aden (Reuters) — South Yemen's parliamentary elections, the second since independence from Britain in 1967, will be held on October 28, officials said.

Donkey fuel

Dar es Salaam (Reuters) — President Mwinyi told Tanzanian farmers they should use donkeys and ox-carts to transport their crops because the country could not afford the foreign exchange for trucks and petrol.

Landmark lost

Bern (AP) — Vandals have destroyed the Fountain of Justice, more than four centuries-old and a landmark of mediaeval Bern.

Portrait stolen

Brussels (Reuters) — Thieves have stolen a painting by the late Italian artist Amedeo Modigliani worth an estimated £699,000 from a private Brussels residence.

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Pravda's no comment

Moscow (Reuters) — *Pravda* yesterday briefly reported without comment the close of the Reykjavik summit.

Other Soviet newspapers, normally not printed on Mondays, appeared but carried only the same photograph of Mr Gorbachov and President

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Medicine prize for cell growth research

By Pascoe Wright
Science Editor

The Nobel prize for medicine was awarded yesterday to an American and an Italian-American for discoveries they made 30 years ago on the mechanisms which regulate the growth of cells and organs of the body.

The results of their discoveries are only now being fully understood and translated into new treatments for a wide range of illnesses.

Professor Stanley Cohen, aged 63, a biochemist of the Vanderbilt University School of Medicine in Nashville, Tennessee, and Professor Rita Levi-Montalcini, aged 77, of the Institute of Cell Biology in Rome, were recognized for their discoveries of nerve growth factor and epidermal growth factor.

These discoveries gave medical scientists an increased understanding of many diseases, such as malformations in early development, degenerative changes in senile dementia, delayed wound healing and the growth of tumours.

Dr Levi-Montalcini, who is Jewish, took refuge in Florence during the Nazi invasion of Italy. She moved to the US in 1951 as a professor of biology at Washington University in St Louis, studying nerve growth.

She showed in 1952 that when tumours from mice were transplanted to chicken embryos they induced potent growth of the embryo nervous system.

Since the outgrowth did not require direct contact between the tumour and the embryo, she concluded that the tumour released a nerve-growth promoting factor, NGF.

Dr Cohen joined the St Louis researchers in 1953. Three years later they had purified a nerve growth-promoting extract from a mouse tumour which contained both protein and nucleic acids. Dr Cohen discovered the epidermal growth factor.

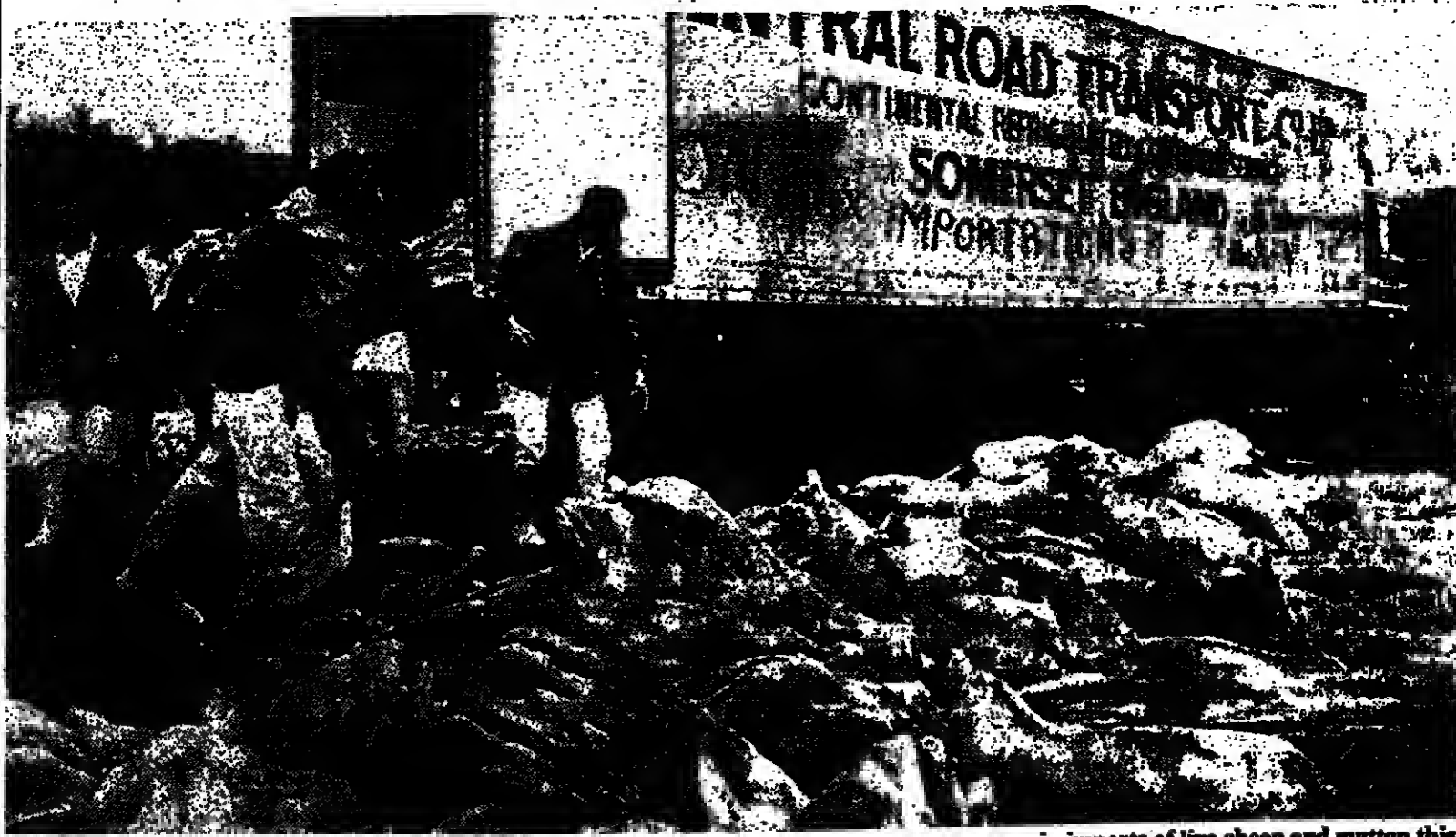
Each prize category this year is a record 3 million kronor, about £200,000. Last year's winners shared 1.8 million kronor.



Dr Cohen, who worked in the 1950s with Professor Levi-Montalcini, (below).



French farmers hijack British lamb lorry



French farmers, angry at a rise in cheap imports, dumping British lamb carcasses in the central square of Lyons yesterday after seizing the lorry carrying the lamb.

Police arrested about 50 protesters who piled 12 tonnes of meat in the Place Bellecour (Reuter reports from Lyons).

There have been a number of violent protests in the last two weeks by French sheep farmers against a 20 per cent rise

in imports of live sheep and mutton this year compared with 1985 levels. British lamb is very cheap in France.

One of yesterday's protesters said: "There are around five such trucks which arrive in Lyons each week and these massive imports are heavily penalizing French producers."

Others said steep rises in imports had helped drive lamb prices down by between 30 and 50 per cent.

40 arrested as Mafia fights for control of bridge pay-offs

From Peter Nichols, Rome

Forty people, allegedly belonging to the Calabrian Mafia, have been arrested after an investigating judge in Reggio Calabria issued 75 warrants at the weekend.

The writs follow a year of investigations, interception of telephone calls and evaluation of testimony supplied by Mafia members in prison, and refer largely to Mafia groups at work in Reggio Calabria, Villa San Giovanni, one of the terminals for ferries to Sicily, and Fiumara di Muro.

The court described the results as being "of enormous significance" at a time when organized crime in the Reggio Calabria area has escalated, with estimates of a killing committed every 72 hours. The Mafia murder toll reached 81 in the province of Reggio Calabria, which has a population of less than 300,000.

The seriousness of the situation in Calabria has been overshadowed by Mafia activities around the mass trial in Palermo of accused mafiosi.

One theory explaining the renewed outbreak of Mafia violence in Calabria is that

Mafia groups are seeking to eliminate each other in the fight to control the territory, which is shortly expected to be rich in payoffs as a plan to build a bridge across the strait to Sicily takes shape.

This also explains renewed Mafia activity on the other side of the water in Messina, where organized crime wants to lay its hands on the large sums due to be spent on the construction of the bridge.

There is a parallel aim of bringing the Sicilian and Calabrian Mafias into a closer working relationship.

They already collaborate in the drug trade, but to improve the prospect over a wider field of joint profits what is seen to be required is a "pax mafia", which would permit a rational division of future spoils.

This can only be achieved when one group becomes strong enough to establish a position of dominance.

A particular speciality of the Calabrian Mafia is highly lucrative kidnappings aided by the mountainous terrain of the Aspromonte where it is almost impossible to find a captive hostage.

Iran PM in East Berlin

Berlin — Mr Hussein Mousavi, the Iranian Prime Minister, arrived in East Berlin yesterday for two days of talks on trade and international issues.

The Iranian Ambassador, Mr Hamid Reza Assefi, said trade with East Germany had

risen from just over \$20 million (£13.3 million) a year before the Islamic revolution to around \$200 million now and could expand further.

But East German sources say trade has been made more difficult by bottlenecks in the Iranian economy.

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Police arrested about 50 protesters who piled 12 tonnes of meat in the Place Bellecour (Reuter reports from Lyons).

There have been a number of violent protests in the last two weeks by French sheep farmers against a 20 per cent rise

Tambo and Steel meet in Lusaka

From A Correspondent
Harare

Mr David Steel, the Liberal Party leader, holds talks in Lusaka today with Mr Oliver Tambo, the president of the African National Congress (ANC), on the last leg of his southern African tour.

Yesterday Mr Steel met Mr Robert Mugabe, the Prime Minister of Zimbabwe, in Harare, before flying on to Lusaka for a meeting with President Kaunda of Zambia, the chairman of the six frontline states' organization.

He arrived in Zimbabwe on Sunday from Botswana, having spent the previous week in South Africa.

Before flying on to Lusaka Mr Steel said he doubted whether sanctions by themselves would be completely effective in forcing change in South Africa. Collective actions by the international community such as the sports boycott showed how progress could be achieved, however.

While in South Africa Mr Steel met Mrs Winnie Mandela, wife of Mr Nelson Mandela, the imprisoned ANC leader, and other leading figures.

Mr Phillip Ovis, aged 25, of Krugersdorp, South Africa, who is alleged to be a South African military intelligence agent, is to be sentenced in Harare today after pleading guilty to possessing arms of war.

Mr Ovis, a former member of the Rhodesian Air Force who emigrated to South Africa on Zimbabwe's independence in 1980, was found to have a parachute flare in his car when he was stopped and searched at a road block after visiting Zimbabwe on August 18. He later showed police another flare, a Beretta pistol and 87 rounds of pistol ammunition hidden among his belongings.

Canberra sets sights on a new wages pact

From Stephen Taylor, Sydney

The Australian Government, seeking to negotiate a way through the troubled economic climate and restore its standing after a battering in opinion polls, has set its sights on maintaining consensus between employers and employees with a new wages pact.

Manoeuvrings since August's austerity budget have culminated in statements which set the stage for an agreement similar to the model of an accord established after Labor's 1983 election victory.

Prospects for reaching what is already being called the "Accord Mark III" were raised when Mr Simon Crean, president of the Australian Council of Trade Unions (ACTU), confirmed that his organization was ready to be more flexible than in the past, so as to preserve consensus.

The ACTU has said it will accept that wage increases need not, as in the past, be linked with the consumer price index (CPI). It is instead prepared to adopt a wages policy based on a two-tiered system involving some indexation but also direct bargaining with employers.

The ACTU position was said to be conditional on new business investment, something a spokesman for the Confederation of Australian Industry (CAI) said could not be guaranteed.

Nevertheless, the confederation also held out hope that an accommodation with the unions could be reached.

The spirit of conciliation has diminished prospects that a hardening of positions on both sides might lead next year to a wages free-for-all and widespread industrial strife.

Ultimately, the risks for both the Labor Administration and the union movement have forged the basis for an "Accord Mark III".

The alarm generated by the warning in May by Mr Paul Keating, the Treasurer, that Australia faced the future of a banana republic unless it learnt to live within its means, persuaded the ACTU to re-examine its previous insistence that the next wage-increase be fully indexed to the price index.

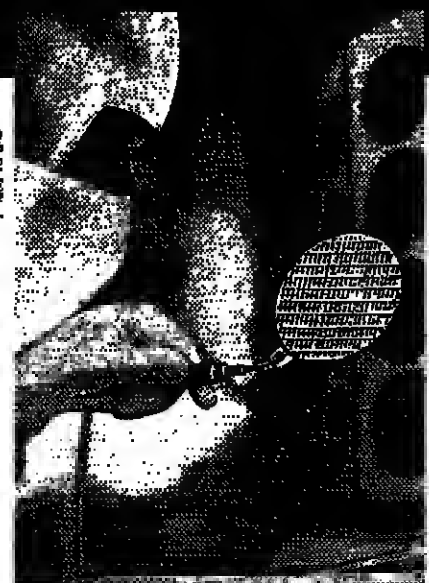
At the same time, it gave encouragement to the Liberal Opposition, and to a group of private sector leaders, whose calls for the central wage-fixing system to be "freed up" have earned them the sobriquet "the new right".

Amid the crisis of confidence in the economy, the value of the Australian dollar dropped to record lows in August, severely denting the popularity of Mr Bob Hawke, the Prime Minister, at the polls.

Most recent polls indicate that Labor would lose an election held tomorrow and that support for the Opposition is higher than at any time since Mr Hawke's election. Mr John Howard looks more confident as Opposition leader than he did a year ago.

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El Salvador quake toll reaches 890

San Salvador (AP) — The toll from earthquakes which started last Friday rose to 890 dead and 10,000 injured yesterday, but the figures were incomplete because many people still were buried, President Duarte said.

He said officials estimated that 150,000 were left homeless by the quakes and that the number could rise to 300,000 when more information was available.

Rescuers have pulled more than 70 survivors from wrecked buildings, officials said.

The city was full of refugees from the seven-year-old civil war before the earthquake. Many, who fled fighting in the provinces, live in squalid village shacks which were among the homes that fell, leaving them homeless again.

President Duarte said 20 mercy flights had arrived, carrying a wide variety of emergency supplies. But he said the country needed more tetanus vaccine, anaesthesia, antibiotics and analgesics. He estimated damage at \$2 billion (£1.3 billion).

He said all government buildings in the capital had been damaged. "We are going to have to reconstruct practically all of the city," he said.

President Duarte asked the capital's 100,000 civil servants to report to their offices although he said most of the workers would have practically nowhere to work.

"Almost all public buildings have suffered some kind of damage," he said.

The Planning Ministry, next to the Presidential House, was completely destroyed by Friday's earthquake while 40 civil servants were inside. Twenty people have been pulled out alive and six bodies recovered.

The President said rescuers would continue to sift through the rubble for survivors "as long as there are any signs of life."

At the Ruben Dario Building in the centre of town, where more than 350 people



An American Red Cross man and his sniffer dog probing the ruins of a San Salvador building in which people are trapped.

are believed trapped, a girl, aged 6, crawled out of the rubble after the debris shifted yesterday.

Rescue teams from Mexico, Guatemala, the United States, Costa Rica, Japan, France and Switzerland — some with special electronic listening equipment and trained dogs — are still searching through the heaps of concrete, broken glass and tangled steel for survivors.

The Nicaraguan Culture Minister, Señor Ernesto Cardenal, flew in with a team

of doctors in a goodwill gesture despite charges by Nicaragua that US-backed rebels in Nicaragua were being supplied from Salvadoran bases.

Japan and the United States have sent field hospitals and enough plastic sheeting for up

to 8,000 temporary shelters.

Homeless residents of San Jacinto, one of the capital's poorest districts, where entire blocks of homes have been destroyed, complained that relief workers had still not brought food or blankets.

Local market owners raised food prices by as much as 30 per cent during the weekend, capitalizing on the short supplies of basic items such as beans, milk and tortillas.

BRUSSELS: The EEC has put up 250 million European currency units in emergency aid for relief work in El Salvador, the EEC executive commission said yesterday.

The money would pay for a British Red Cross Boeing 707 to fly 500 tents, medicine and two Red Cross officials to El Salvador, the executive commission said.

Quakes felt in Japan and Sicily

Tokyo (AFP) — Seismographs detected 3,214 earthquakes in Japan since Friday. The Meteorological Agency reported that one of them, which hit at 8.33am yesterday

on Oshima Island, measured two on the Japanese scale of seven. Meanwhile, two light tremors were recorded yesterday morning on an island north of Sicily.

Delhi's foreign balancing act

India bids to win American approval

From Michael Hamlyn, Delhi

In an effort to give convincing proof of India's technological capability to the American Government, Mr. Caspar Weinberger, the US Secretary of Defence, was taken on a tour of the country's most up-to-date military production plants yesterday.

India is anxious to show the US that it is sophisticated enough to be able to safeguard technological secrets, and not have them leaking to their close allies the Russians.

Mr. Weinberger was taken to Bangalore, the capital of the southern state of Karnataka, and shown over Hindustan Aeronautics Limited, Bharat Electronics Limited and the Aeronautical Development Authority (ADA). At ADA he was given a comprehensive look at India's light combat plane project, the first attempt to build an entirely Indian fighter, for which American help is now being sought.

The Indians are keen to acquire as much technology as possible, without essentially shifting their foreign policy attitudes.

A final round of discussions will take place today, in the absence of Mr. Gandhi, who has started a four-country tour. Mr. Weinberger will then go to Pakistan, which is also anxious to buy more American defence expertise.

JAKARTA: President Suharto yesterday failed to win Mr. Gandhi's support for Indonesia's bid for leadership of the 101-member Non-Aligned Movement. Mr. Gandhi said it was the turn of Latin America to host the organization's next summit in 1989 (Renter reports).

Autumn chill hits Pakistan relations

From Michael Hamlyn, Delhi

Relations between India and Pakistan, which normally vary from cold to tepid, are going through a serious frost.

Accusations and counter-accusations over the Karachi hijacking of a Pan American jet, over the assassination attempt on the Indian Prime Minister, Mr. Rajiv Gandhi, and a new growth of ill-will over the disputed state of Jammu and Kashmir, are creating a bitter autumn chill.

Pakistan has not exactly been accused of complicity in the assassination attempt on Mr. Gandhi, but it thinks it has, and resents it. In any case, Mr. Gandhi made his views pretty clear when interviewed by an Australian television network. He told his questioners: "Incidents in Karachi 24 hours before the attempt are indicative that these Sikhs came from there."

He said there was a run on the foreign exchange markets, the Indian rupee fell, there were many phone calls, and he added: "We have some other information also that I'm not at liberty to disclose at this point."

The Indian Government constantly sees the Pakistani hand in Punjab terrorism, and has a huge file of confessions from infiltrators caught crossing the highly porous border between the two neighbours, which implicates Pakistan in training and equipping them.

The Indians are still angry with Pakistan over the hanging at Karachi airport which led to the deaths of 21 Pan American passengers and the wounding of 100 others, most of them either Indian citizens or foreigners of Indian blood. Despite the urging of the Indians, no full report on the hijack has yet been made public.

A reference to punishment for the hijackers in the text of the Pakistani Foreign Min-

ister's statement to the UN General Assembly was not included in his actual speech — which the Indians also regard as sinister.

The Indian Consul-General in Karachi, Mr. Aftab Seth, and the Indian Ambassador in Islamabad, Mr. S.K. Singh, have both been in Delhi this week, for what the Government calls routine consultations, but which the media have described as plainly connected with the present reverse in relations.

The Indians are especially incensed, however, over the Kashmir issue. They believe that this problem should be settled bilaterally between the two countries, a belief reinforced by the terms of the Simla agreement of 1972.

Pakistan, which entered the Simla agreement having lost a war, its eastern province and more than half its population, feels that it stands more chance of gaining Kashmir if a referendum could be held there under the terms of the United Nations resolutions which ended the first Indo-Pakistani war.

Pakistani leaders, then, often refer to their willingness to settle the Kashmir issue "under the terms of the Simla agreement and United Nations resolutions", a formula which never fails to antagonize Delhi.

This year Mr. M. K. Junjo, the Pakistan Prime Minister, made the reference in his speech to the General Assembly, and the Indians were more than usually annoyed, as they had been sensitized earlier by the presence in Harare for the non-aligned summit of Mr. K. H. Khurshid, a leader of the so-called Kashmir Liberation League.

India's feelings are made more sensitive by the inflamed situation in the Indian state itself.

Arrests and bombs herald Dhaka poll

From Ahmed Fazl, Dhaka

Bangladesh is "inching towards democracy" as the countdown began for the country's third presidential election, to be held tomorrow.

But the opposition leaders, who have campaigned for civilian rule for the past four and a half years, have been arrested or forced to restrict their movements.

Militant students set fire to about a dozen vehicles in the capital yesterday, police said. More than 90 people were wounded as police tear-gassed demonstrators hurling bombs near Dhaka University. At least three people died in bomb blasts during election rallies in Dhaka on Sunday.

Meanwhile, President Ershad, who is favoured to win, told a rally in Dhaka that he was seeking election to bring stability and prevent future "adventurism" from the barracks.

As he spoke to more than 30,000 supporters of the official Jatiyo Party, Sheikh Hasina Wazed, leader of

Awami League, and Begum Khaleda Zia, leader of the Bangladesh Nationalist Party, were interned in their homes in north Dhaka.

Fears of raids by police forced scores of politicians to go into hiding on Sunday night, an opposition spokesman said. Newspapers reported arrests of more than 100 political activists, including students, in the capital and the port city of Chittagong.

Among those detained are Maulana Abbas Ali, chief of the fundamentalist Jamaat-Islami. Police were posted around the residences of Sheikh Hasina and Begum Zia, both of whom threatened to hold rallies opposing the elections.

"The election is a farce and will only legalize military rule," Sheikh Hasina said.

Police pulled down loud-speakers and prevented opposition rallies in the capital yesterday, enforcing a weekend martial law ban on anti-election campaigning.

Strike hits main port in Sweden

From Christopher Mosey, Stockholm

Damaging industrial action was stepped up by public sector workers in Sweden yesterday.

Gothenburg, the country's main port was at a standstill for shipping as crane operators went on strike, and the unions also announced a national strike of 20,000 municipal workers starting on Monday.

They will join 600,000 state and municipal workers already either on strike or banning overtime in support of a claim for pay parity with the private sector.

Stockholm's underground was affected for the second Sunday in a row.

The strikes are the first real test for Mr. Ingvar Carlsson, the Prime Minister, who took over earlier this year after the assassination of Mr. Olof Palme. The industrial action represents a threat to Mr. Carlsson's Social Democratic Government's anti-inflationary policies.

Party panic over the South

In the second of two articles, Christopher Thomas reports from Lafayette, Louisiana, on the many conflicting forces that make the South one of the most intriguing, unpredictable questions in American politics.

The South sits at the top of many statistical piles. It is the least urban, the poorest, the most religious, the worst educated, the most conservative (among whites), the most liberal (among blacks), has the greatest unemployment, the largest percentage of black people, the most fickle and also the most polarized voters.

The towns are sprawling outwards, some with optimism, others with grimy, inner-city wretchedness. Many rural areas are depopulating. The rich get richer, the poor poorer. Blacks think and vote Democrat, whites think Republican and mostly vote Democrat. It is a region of opposites, of superlatives, of inconsistencies.

Therefore nobody can be quite sure what the South will do in the mid-term elections on November 4. In the critical battle for control of the Senate it certainly poses more threats to the Republicans than the Democrats. Of the four Republican-held Senate seats up for grabs, only one — in Georgia — is considered safe. In Florida, North Carolina and Alabama the vote might go either way.

The Senate has a knife-edge 53 to 47 Republican majority, and the South has the power to take it away and denude President Reagan of much of his power for the next two years. The House of Representatives is firmly in the Democrats' grip, and a second hostile chamber would be catastrophic for the Republicans.

The region that was once so thoroughly ignored by Washington is today feted and courted and very much needed.



Both Democrats and Republicans are in something of a panic about what the South might or might not do. "The audience are in their seats, and we are the show they're going to pay attention to," Mr. Harrison Hickman, a leading Democratic pollster, observed.

The changing face of Dixie Part 2

after an eight-year power battle — of the influential Southern Baptist Convention. That will result in stronger ties between the nation's largest Protestant denomination and the Republican Party. In future, any prospective Republican presidential candidate will need to court the 15-million-member SBC.

The right-wing takeover is a blow, certainly, to the Democrats. The Southern Baptists' steady movement to the right has been a key element in Republican election gains in the South. The power of this and other denominations in Dixie cannot be underestimated.

They are enhancing the incipient black-white electoral

polarization: while the black churches continue their allegiance to the Democrats, the white-dominated churches are moving to the Republicans.

Although election battles in the South no longer turn on the issue of race, their outcomes may depend more and more on the racial mix of the voters.

It begs the question: Can blacks and whites share power, can Democrats avoid being the "black" party and Republicans the "white" party? Behind that issue lies much of the reason for the instability that characterizes Southern politics.

The uncertainty is heightened by the abrupt end of the vast exodus of blacks that occurred in every decade of the century until the 1970s. Today more return than leave (in 1980 alone, the South had a net gain of 200,000 blacks), and they are all Democrats.

But there are other arrivals: middle-class whites, most of them Republicans. They are helping to change the face of Southern politics, especially in the suburban rings around the big cities: Atlanta, Richmond, Charlotte, Columbia, New Orleans, Mobile, Orlando, Memphis. Little Republican strongholds are emerging. "The demographics," the pollster Mr. William Hamilton observed, "aren't in favour of Democrats".



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Socialists lose votes to left and the right in Greek polls

From Mario Modiano, Athens

The ruling Greek Socialists are estimated to have lost at least one quarter of their voting strength in the cities to the opposition conservatives and to the Communist Party in Sunday's local elections.

The setback, coming barely 16 months after the same electorate of seven million people voted in the Government of Mr Andreas Papandreu, the Prime Minister, for a second term, was described by the Opposition as a rebuff, or at best a warning for a change of course.

In the country's three largest cities, Athens, Salonika and Piraeus, candidates for mayor backed by the conservative New Democracy, the main Opposition party, led the polls with just under the 50 per cent needed to elect mayors in the first round.

The Socialist mayors lost much of their party's vote to the Moscow-line Communists, increasing the Government's dependence on the Communist votes if these candidates are to remain in office after next Sunday's second round.

But at what price? The Greek Communists have been pressing for the introduction of the system of simple proportional representation in the next general elections. It would increase their chances of power-sharing in coalition with the Socialists who, so far, insist on going it alone.

The request was turned down yesterday by the Government, which is taking pains to dissociate Sunday's voting from any broader political

issues. Mr Papandreu, who is aware that his Government's tough austerity measures as well as its effort to mend fences with the United States is losing it left-wing votes, said: "The results of the local election are a victory for local government."

Mr Constantine Mitsotakis, the New Democracy leader whose position within his party is solidified by the results, said: "We have the three main cities in our pocket next Sunday." He said he relied on left-wing voters, disgruntled by the Government's mishandling of the economy and its arrogance in power, to support conservative candidates or at least abstain, thus easing New Democracy's conquest of the main cities.

Only 82 of a total of 303 towns and 21 head villages managed to elect mayors in the first round. In all others voters must go to the polls on Sunday to elect a mayor from the two leading candidates. The results of the local elections in 5,658 communes are still outstanding.

In Athens, Mr Milos Evert, a former New Democracy minister nicknamed "Bulldozer", led the poll with 44.5 per cent of the vote against 29.5 per cent for Mr Dimitris Beis, the Socialist Mayor whose party won 39 per cent of the vote in Athens last year.

Communist Party candidates polled 17.6 per cent, compared with their 10 per cent last year, and the Eurocommunists attracted 3.9 per cent of the vote.



Miss Melina Mercouri, the Greek Culture Minister, casting her vote in the local government elections on Sunday.

The Bavarian election SPD suffers worst defeat since war

The Social Democratic Party (SPD) in Bavaria was yesterday nursing its wounds after a state election in which it suffered its worst defeat since the war, while the Greens were celebrating their entry into the Landtag.

The poll on Sunday was won easily by Herr Franz Josef Strauss, the Bavarian Prime Minister, and his Christian Social Union (CSU), which has been in power since 1962. The CSU retained its absolute majority by winning 55.8 per cent of the vote, although this was 2.5 per cent down on the 1982 elections.

The conservatives' clear victory and the miserable performance of the SPD, which polled only 27.5 per cent, a drop of 4.4 per cent, is seen in Bonn as a good omen for the federal election on January 25.

Herr Strauss will use this weight for his own ends in coalition negotiations between Chancellor Kohl's Christian Democratic Union (CDU), the CSU and the Free Democratic Party (FDP) after the federal poll, which they are sure they will win.

The FDP in Bavaria drew only 3.8 per cent of the vote, up slightly on their 1982 result, but well below the 5 per cent minimum needed to gain seats in the state assembly. This was their second failure in the state election, and Herr

Strass will rub federal FDP noses into it in Bonn. He is said to covet the job of Herr Hans-Dietrich Genscher, the West German Foreign Minister for the last 12 years, and an FDP man.

The Greens, who polled only 4.6 per cent in 1982, cleared the hurdle to the Landtag easily with 7.5 per cent, which will give them 15 seats in the 204-seat Parliament. The CSU will have 128 seats, down five, and the SPD 61 seats, 10 fewer than in the last assembly.

The Greens benefitted from an anti-nuclear "resistance" vote against the building of an atomic reprocessing plant at Wackersdorf, near the Bavarian border with Czechoslovakia. Analysts said the Greens had robbed the SPD of many votes because of the nuclear energy issue.

Herr Johannes Rau, the SPD candidate for chancellor, put a brave face on his party's disaster in Bavaria. "The results will not make me alter my strategy for the federal election," he said. About 8.2 million Bavarians were entitled to vote on Sunday, but the turnout of 70.3 per cent was down 7.7 per cent on 1982.

Party	%
CSU	55.8 (-2.5)
SPD	27.5 (-4.4)
Greens	7.5 (+2.9)
FDP	3.8 (+0.3)
Others	5.4 (+3.7)

Protester 'bombs' British carrier

From Stephen Taylor Sydney

An airborne anti-nuclear demonstrator "bombed" the aircraft carrier HMS Illustrious as she sailed from Sydney harbour yesterday to join in naval war games.

Mr Dean Jeffreys, aged 28, swooped over the Illustrious and dropped a wreath and a petition on its vessel's flight deck from a motorized hang glider.

He was later arrested and remanded in custody.

In a television interview Mr Jeffreys said he intended to drop the wreath for "all the thousands of people that died at Hiroshima through bombs like the ones that are on that ship at the moment".

Tamil claim

Delhi (AP) - Sri Lanka's most powerful Tamil guerrilla group, the Tigers, claimed yesterday that it had killed 28 soldiers in a battle on Sunday.

The Government said three military men and several guerrillas were killed in Adampan, north of Colombo.

Representative injunctions are inappropriate

United Kingdom Nirex Ltd v Barton and Others Central Electricity Generating Board and Another v Crampton and Others Before Mr Justice Henry [Judgment given October 13]

Where in proceedings there was a clear conflict of interest between persons belonging to or associated with an unincorporated association, it was inappropriate to sue selected individual members as representing all other members.

Mr Justice Henry, delivering a chambers judgment in open court in the Queen's Bench Division, accordingly discharged *ex parte* interim injunctions obtained on September 11, 1986 by the plaintiffs, United Kingdom Nirex Ltd and the Central Electricity Generating Board, against 50 named defendants sued on behalf of all other persons belonging to or associated with or affiliated with the organizations known as Lincolnshire and Nottinghamshire Against Nuclear Dumping (LAND) and Humberside Against Nuclear Dumping (HAND).

The injunctions restrained the defendants, their servants or agents, from preventing, obstructing, harassing or otherwise interfering with entry upon the Killingholme Power Station site at South Killingholme, South Humberside and Fulbeck Airfield, Lincoln, and with any survey or any investigation of the properties for the purpose of determining their suitability as low level radioactive repositories.

His Lordship also released 20 of the defendants from the *ex parte* interim injunctions obtained against the defendants personally.

Mr Roger Titheridge, QC and Mr Bernard Buckley for the plaintiffs, Mrs Vera Baird for the defendants.

MR JUSTICE HENRY said that Nirex were responsible for finding a site suitable for the low level radioactive waste. Killingholme and Fulbeck were two of four sites selected for investigation.

Local residents were agitated by the proposals and HAND and LAND, unincorporated associations, were set up, their objects being to prevent the dumping of nuclear waste at the sites in question; to campaign for a national policy for the safe storage of nuclear waste; and to promote and support those aims and objectives among all communities within the United Kingdom threatened by the dumping of nuclear waste.

The associations resolved to pursue those objects by peaceful, non-violent means.

In August 1986 Nirex appointed contractors to survey the sites. The contracts contained penalty clauses entitling the contractors to damages if they were delayed or prevented from obtaining access to the sites by "outside circumstances".

On a number of occasions when the contractors attempted to get into the sites, they were prevented from doing so by protesters blocking the entrances.

To avoid heavy damages, the

plaintiffs sought and obtained the *ex parte* injunctions to obtain entry.

The defendants were sued both personally and in a representative capacity.

The effect of a representative action was that each and every member of the associations in question was bound by any order or judgment given in the action.

Thus all the members were covered by the present injunctions and would be liable to satisfy any final judgment unless relief were obtained under Order 15, rule 12(3) to (5) of the Rules of the Supreme Court.

Anxiety as to the safety of nuclear energy was widespread. An association formed with the objects of raising a question would inevitably be a broad church.

Many of those anxious about nuclear energy came from law-abiding and law-fearing sections of the community, where protest in a lesser cause would be unthinkable.

Others, especially those used to going to the limits of the law or beyond it.

They came together under the umbrella of an organization, loose in the extreme with no powers to discipline or expel members - members who were not vetted before they joined.

If some members of the association broke the law, it should not be too readily assumed that that was the policy of the association.

It was an essential jurisdictional requirement that all parties subject to the representative order should have the same interest in the proceedings.

Some of the protesters were prepared to engage in tortious, albeit peaceful, actions (the obstruction of the highway), in breach of the plaintiffs' right to enter the land.

That was to be contrasted with the attitude of members of the unions, ready to obey the law in any form.

There was a clear conflict of interest between the two factions so that the essential requirement for a representative action was absent.

Injunctions should continue against the defendants personally, who either arguably obstructed the contractors or who, after realizing that protest at the sites would in the ordinary course of things result in such obstruction, continued to organize those protests.

A defendant was not liable simply by virtue of holding office in the associations, or because he was present when the tort occurred.

His Lordship emphasized that if anyone knowing of the injunctions, whether a party to the present proceedings or not, were to do or cause to be done those acts forbidden by the injunctions, such acts would *prima facie* be a wrongful interference with the administration of justice and he would be liable to proceedings for contempt.

The court would not allow its orders to be by-passed or otherwise thwarted.

Solicitors: Mr C. Carr, Didcot, Hodgkinson & Tallents, Newark and R. A. and C. P. Heptonstall, Goolse.

Tax provisions to be widely construed

Inland Revenue Commissioners v Brackett Before Mr Justice Hoffmann [Judgment given October 8]

The anti-avoidance provisions of section 478 of the Income and Corporation Taxes Act 1970 relating to transferring income to persons abroad covered a wide spectrum and should not be narrowly construed. Special commissioners in finding that the provisions had no application to a consultant chartered surveyor who had arranged for his fees to be paid to a Jersey company who employed him had thereby erred in law.

Mr Justice Hoffmann so held in allowing an appeal by the Crown in a decision of the commissioners who had discharged assessments to income tax on the taxpayer, Mr Frederick John Brackett. His Lordship also dismissed an appeal by the taxpayer against assessments to corporation tax made on him in the alternative under section 79 of the Taxes Management Act 1970 (profits from branch or agency) that had been upheld by the commissioners.

The taxpayer, a resident of the United Kingdom, retired in 1970 but continued to work on a consultancy basis. In 1974 he made arrangements with the directors of a Jersey investment company, Drishane, the shares of which were held by trustees for the benefit of the taxpayer's family. Thereby Drishane was to act as business consultant and to employ the taxpayer to give advice to customers.

Until 1979, when the taxpayer became 70, he was to receive no salary and thereafter such remuneration as the directors of Drishane thought proper. The arrangement was also that the taxpayer would give help to the taxpayer to realise assets held by him so as to enable him to settle debts and to pay his way until he was 70.

The Revenue were of the opinion that the taxpayer while employed by Drishane was avoiding payment of income tax. They raised assessments on him for the years from 1975 to 1979 under section 478 of the Income and Corporation Taxes Act. The assessments were all in the alternative.

The taxpayer appealed against them. In 1981 the commissioners allowed his appeal

against the section 478 assessments.

The Crown appealed. In 1984 the commissioners upheld the corporation tax assessments made under section 79 and discharged those to income tax made under section 487. The taxpayer appealed against that decision and the Crown cross-appealed.

Mr Alan Moses for the Crown; Mr Brackett in person.

MR JUSTICE HOFFMANN said that section 478 was designed to prevent income tax avoidance where (1) by transferring assets income became payable to non-residents and (2) the transferee had "power to enjoy" such income. Subsection (8) gave an extended meaning to "assets" and to "transfer".

The Crown's contention was that by entering into the contract of employment with Drishane the taxpayer had created rights vested in Drishane which were valuable and capable of being turned to account and that by virtue of those rights income became payable to Drishane.

Further it was submitted that the taxpayer had "power to enjoy" the income by virtue of the extended meaning given to those words in subsection (5).

The commissioners had not accepted the Crown's case. They held that the taxpayer's earning capacity was not an asset; that the rights of Drishane were not created by the taxpayer and that income did not become payable to Drishane within the meaning of section 478.

Each of those findings of the commissioners was wrong. Section 478 was an anti-avoidance provision that was not to be narrowly construed. The commissioners had not given sufficient note to that. The Crown's argument was accepted and the appeal upheld.


Moreover, there was evidence before the commissioners on which they could properly find that Drishane was carrying on a trade in this country within the meaning of section 246 of the 1970 Act. Further, the taxpayer's activities here constituted the essential operations in that trade.

Thus the commissioners' decision that the taxpayer constituted a "branch or agency" of Drishane for the purposes of assessing him to corporation tax under section 79 of the Taxes Management Act was correct.

That left the section 487 assessments. The Crown agreed that those fell to be discharged. Solicitors: Solicitor of Inland Revenue.

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Silly? Quite TELEVISION

A per out-t

FOLLOW THAT DUCK!

THE ARTS

A British artist's Italian renaissance

GALLERY Edward Burne-Jones Galleria Nazionale d'Arte Moderna, Rome

Mary Swanzy Pym's Gallery R.O. Dunlop Fine Art Associates



Large and little-known: Edward Burne-Jones' 'The Sirens', from Sarasota, included in the Rome retrospective

Would you believe that one of the biggest exhibitions ever devoted to Edward Burne-Jones has just opened in Rome's Galleria Nazionale d'Arte Moderna (until November 23)? Or, for that matter, that the Staatsgalerie, Stuttgart, owning among other things the whole of Burne-Jones's extensive cycle of Perseus paintings, always has a whole room of his paintings on show, more by far than one can ever see at the Tate? Is this just an egregious example of the prophet's being without honour in his own country, or are there deeper, stranger reasons?

Certainly there are particular reasons why the Italians should be interested. Not only was there a lot of important Italian influence on Burne-Jones, especially through his discovery of Botticelli, and what Berenson called his "exiled angels", but Burne-Jones executed one of his most important later commissions for S. Paolo entro le mura, the American church in Rome, and this exhibition includes a number of the sketches for the mosaics which make such an imposing show there. Burne-Jones was extensively written up in Italian art magazines of the period, and exerted a considerable influence on Italian artists of a slightly later generation, such as Sartorio, De Carolis and Giuseppe Cellini, among others of the D'Annunzio circle. This connection is underlined by the show's subtitle, "From Pre-Raphaelitism to Symbolism".

The main reason we do not pay too much attention to Burne-Jones in this country nowadays (despite the major Hayward show in 1975) is that

in British art he seems to represent something of a dead end. In the context of Italian art, on the other hand, he can be seen as part of a continuing development: one need only look around the nearby sections of the gallery's permanent display to observe how the line runs from a sort of meticulous realism not so far distant from Pre-Raphaelitism, through the likes of Burne-Jones to full-blooded Symbolism, and then straight on by way of the more crazed Italian Symbolists to the whole modern era. In Britain, of course, we arrived at modernism by a very different route, leaving poor Burne-Jones high and dry. Whatever the reasons for its being there, the Roman show does make Burne-Jones look very impressive. Works have been summoned from far and wide, and as well as borrowing whole series from one source (like the four Pygmalion paintings from Birmingham), the organizers have brought together dispersed series like that devoted to the Sleeping Beauty legend, and dug up

some of the lesser-known of Burne-Jones's large works, like 'The Sirens' from Sarasota. There is also an incomparable range of his original drawings for Kelmscott books, notably the Chaucer, which often prove - when seen separately - to show a more surrealistic cast of mind than one would normally attribute to this particular artist. Consider, for example, the astonishing image for 'The House of Fame' in which the house itself, like a wickerwork space station, floats casually past in mid-air, watched without surprise by a man and a gigantic eagle. It is good to see that the British Council is encouraging these unexpected signs of interest abroad in British art. Some comparable efforts nearer home would be very welcome. In Britain it seems left these days primarily to the enterprise of commercial galleries to rediscover the forgotten or promote the undervalued. Take the retrospective devoted to Mary Swanzy (1882-1978), by Pym's Gallery, Belgrave, until October 25. Quite likely, even if you are

Irish, you have never heard of her, even though she lived to nearly a hundred and painted most of that time. But what the show reveals is by no means a sweet-little-old-lady kind of artist, or even a markedly provincial one. She began in the 1900s with dark-toned and respectable portraits, but very rapidly discovered the glowing Fauve colours which enable her (a little shakily) to be numbered among the "Irish Impressionists". She studied in Paris, and travelled extensively from her Dublin base, assuming - probably early in the Twenties (though dating is difficult) - a sort of lyrical Cubism owing more, by the look of it, to Delaunay's happy, circling colours than to the grim analytical variety. By the end of the Thirties, with the war-clouds darkening over Europe, Swanzy moved on to a darker, stranger Symbolist style, as in her powerfully composed 'Doy of Judgement', probably from about 1940. And having returned by this roundabout way to direct representation, she stuck with it to the end.

The R.O. Dunlop (1894-1973) retrospective at Fine Art Associates, 229 Westbourne Grove, until Friday, shows him to have been that rare bird on the tree of British art, a born Expressionist. He was an RA, famous drinker and rooted opponent of Munnings in his days as President; he also painted vast numbers of portraits and landscapes, very fast and sometimes not very self-critically. But he had his own way of looking at things, his own distinctive colour-range (heavy on the blues, siennas and umbers; little time for blues and greens; the odd heavy black outline to pull things dramatically together), and his own style of heavy impasto, often applied directly with the palette-knife. In portraits he also had some unexpected insights: as Mervyn Levy nicely observes in the catalogue, he was one of the few to realize that Edith Sitwell was not, as she appeared, the Red Queen, but deep down was still Alice. John Russell Taylor

Silly? Quite

TELEVISION

Lord Marshall, chairman of the Central Electricity Generating Board, told a school child "What you're saying is really quite silly", on 'Open to Question' (BBC2). It does not look like a sympathetic reply to give children worried that a disaster worse than Chernobyl might happen in a British nuclear power station.

Nor did some of Lord Marshall's assurances seem convincing, even when one heard him make them in his own extraordinary accent. The statement, "Unless we have nuclear power of all types then the world is heading for a disaster", is less self-evident to most people than it is to him. He became positively risible when he declared that he would be "very happy" to have "a symbolic dump of nuclear waste" in his garden.

Yet the blunt way in which he addressed his audience of "young people" at least paid them the compliment of treating them as adults. In the new series 'Write On' (Channel 4) the opposite approach was adopted: adults were addressed as children. The aim of the programme was to persuade people to take up writing. In the way that a cooking programme might incite them to take up cooking. That may be praiseworthy if it involves telling people that to be a writer you do not have to be cleverer than the rest of the human race, only more optimistic.

But the elderly victims fastened upon by the young enthusiasts making 'Write On' were hectoring into thinking that we could all be good writers. "We could all produce lively, trouble-free work every time", it was asserted, if only we had a machine to transcribe our speech. A transcript of the programme might not confirm that view. "Clear writing is more important than correct writing," whatever correct means, one of the presenters had earlier said, trying - with heavy condescension - to reassure those of us who know no grammar. It is adventuresome of blind people to set themselves up as guides to the blind, but it is not kind. Like Lord Marshall's school child, they are quite silly.

Andrew Gimson

John Higgins witnesses a sensual tour de force A performance to out-thrill baseball

Salome/Madama Butterfly Music Center, Los Angeles

"In the final analysis, however," *The Los Angeles Herald* remarked over the weekend, "opera is a poor substitute for baseball." This is an arguable proposition and one which suggests - leaving aside the thought that there might possibly be room for both in the same town - that the Music Center Opera still has a little missionary work to do after its inaugural week. Or it could be that the *Herald* had not yet got round to seeing *Salome*.

When it comes to sexiness opera certainly has the edge in Sir Peter Hall's new production, which marks his first excursion into Richard Strauss. It is Hall at his best, a triumph for which few qualifications need be made.

If Wilde went to Paris and the French language for his *Salome*, then Hall has stepped straight to *fin de siècle* Vienna to stage Richard Strauss's opera. In a brief programme note Hall suggests that *Salome* heralds the world of Berg and Schoenberg, which indeed it does. John Bury's set quite deliberately quotes from Klimt, both in the crooked speckled doorway through which the Tetrarch and his court make their entrance and in the series of dappled projections, spookily lit, which form the ever-changing Judean sky. The atmosphere created is that of a decadent fairy tale, erotic and tragic.

Sexuality, depraved lust and virtual nudity are the cornerstones of Hall's conception.

"FOLLOW THAT DUCK!" The Secret Life of Cats THEATRE HALF PRICE PREVIEWS NOW OPEN TOMORROW ALDWYCH THEATRE

OPERA

After Narraboth (another highly promising performer from the young tenor Jonathan Mack) has finished painting after *Salome* - and indeed expired from it - that daughter of Herodias is obsessed with the flesh of Jokanaan. He rises from his cistern prison, naked apart from what can only be described as a Jokanaan-strap, with every inch of white flesh gleaming. "Kuhl wie Elfenbein" (Chill as ivory) is how *Salome* describes him and that is how Michael Devlin plays him. Contrary to general practice the bass-baritone sounds better on stage than down below, where there are some amplification problems still to be worked out. But it is the physicality of the presence, with raven hair "like clusters of black grapes" and the blood red mouth that count. It is almost allowable that *Salome* should roll down the cistern steps in ecstasy as Jokanaan leaves, but at this single point Hall perhaps plays a card too soon.

Herod himself - Ragnar Ulfung still in remarkably penetrating voice and with German diction which the whole of the rest of the cast could study with profit - is a roly-poly lecher playing Humbert Humbert to *Salome's* Lolita. Only Herodias, indifferently sung and turned by Marvee Carriaga into a Hermione Gingold figure, lets down this hand-picked cast. And so to *Salome* herself, played by Maria Ewing, aka Lady Hall. In dramatic terms, from childish inquisitiveness and greed through adolescent entitlement to the final perverted sexual apotheosis, this interpretation has rarely been equalled. Ewing's *Salome* enters a ballet dancer - a wraith from *La Sylphide* - she ends as a dramatic soprano slobbering over a bloody head before being turned into a meat sandwich between the shields of Herod's guards.

Vocally Maria Ewing is at her best in that opening encounter with Jokanaan, her voice, with a new girlish timbre, easily filling the vast Music Center. On the first night she gave a bit too much in the Dance of the Seven Veils, ending up like Jokanaan almost naked with a spangled G-string and pelvis palpitating - all of which left her a bit short of stamina for part of the

closing scene. But better pacing will overcome this in future. An altogether remarkable interpretation. Henry Lewis proved by far the most effective of the three conductors on view in this opening week, drawing far more aggressive and sensuous playing from the Music Center's opera orchestra than his colleagues had earlier achieved. Inserted between this hypnotic *Salome* and the *Orelio* described last week came a *Butterfly* using venerable sets from the Washington Opera. This was a routine evening, made to look all the more so by what stood either side. Chief interest centred on Leona Mitchell in the title role. Striking both in figure and in voice, Miss Mitchell made no pretence at geisha fragility and placed *Butterfly* right in the spirit of the repertoire, turning "Un bel di" and the Death Scene into moments of high musical drama. She certainly did not achieve much rapport with her conductor, Sir Alexander Gibson, who had a bland first act though a rather better second one.

The opera was played in a strange mishmash of editions, using the two-act version but including Pinkerton's "Addio fiorito asi!" which Puccini wrote in for *Butterfly's* rehearsal. Neil Wilson, one of America's new wave of tenors, handled this decently enough, but he was vocally over-parted by the side of Leona Mitchell and could not decide whether

Aida London Coliseum

John Copley's English National Opera production of *Aida* has had a troubled career - to put it mildly - since its 1979 debut, which was chiefly notable for some gratuitously nasty choreography, swiftly censored by a nervous management. But this latest revival, staged by Michael Hunt, sets new standards of sloppiness and insipidity. The chorus ambled on like torpid sheep and sang with equal zest. Rapport in the ensembles between the stage and a lacklustre orchestra was not good, despite the energetic endeavours of the Dutch conductor Kees Bakels [who picked the wrong night to make his ENO debut]. Worst of all, the creaking



Humbert Humbert and Lolita: Ragnar Ulfung and Maria Ewing in Salome

to make Pinkerton an ex-West Point cadet or an aspirant member of the Brai Pack. Peter Glossop, his baritone sounding somewhat grainy, was a stodgy Sharpless. The staging was slackly done by Peter Ebert both in detail - Sharpless and Pinkerton slouched out Cutty Sark by the neat tumblerful, a brand that was not even a gleam in

anyone's eye at the turn of the century - and in its broader strokes. The moral of the first week of Peter Hemmings' new company is quite clear: the home-grown productions are much superior to the brought-in - or bought-in - ones. In the future there is much to look forward to. Placido Domingo bears the title of Artistic

Consultant and his appearances are expected to be regular: *Bohème* next season and *Cor & Pag* the one after. But possibly the most enticing prospect next winter is the teaming of Jonathan Miller and one of California's most famous residents, David Hockney, in *Tristan*, conducted by another adopted Angelino, Zubin Mehta.

BBC Symphony/Fitchard Festival Hall/Radio 3 CONCERT LSO/Hickox Barbican

This was the most bifurcated programme yet in the Britten/Tippett Festival, for whatever the iconoclastic vigour of Britten's music in his 20s, it has to yield in terms of youthful boldness to what Tippett was writing in his late sixties. But the difference is no doubt as much one of period as personality. At the very beginning of the 1970s it still seemed possible to make things anew, and Tippett's Third Symphony celebrates a grand optimism that would have been unthinkable for Britten in 1936 and 1940. It certainly sounds a little strange now, too, which may be why the Britten works gained the superior performances.

Sir John Pritchard began the concert by making an excellent case for seeing the *Sinfonia da Requiem* as more a Sibelian than a Mahlerian work. The first movement, practically monothematic, came forward with a tidal inevitability, and there was something of the same quality in the similarly single-minded "Dies irae" scherzo, though the brilliant textures here were muffled by the problems the orchestra experienced in turning corners at speed. The same problems re-occurred in the big fast songs of *Our Hunting Fathers*, and it was a mistake to place such near and similar works in Britten's output together: the romp of the "Rats" number, in particular, was a little spoiled by one's having heard almost the same gestures in that instrumental "Dies irae". But at least Jill Gomez was on hand - replacing an ill Anthony Rolfe Johnson - to illuminate Britten's line and even to shed some light on Auden's words.

The work was of course intended for a soprano, and Miss Gomez showed how well adapted it is to her voice, though it will take a few more performances to dim the memories one has of Pears as suffragan bishop to the animal kingdom. Another soprano, Faye Robinson, supplied the closing blessings on the Tippett symphony, and did so marvelously, as a laureate of *The Mask of Time*, she knows how to marry a madrigalian bound with the soulfulness of the blues. It was, again, the orchestral detail that was blurred and perhaps, too, the message, for Tippett's sense of "a huge compassionate power" has hardly gained in plausibility since the heady days of 1972.

Paul Griffiths

LPO/Davis Festival Hall

This was, frankly, a bit of a disgrace. Of course orchestras have the duty to lure new audiences, and there is nothing wrong with presenting a series of popular programmes in order to do so. But to fob an unsuspecting audience off with the kind of shoddy music-making served up in this "Classics for Pleasure" concert given by the London Philharmonic Orchestra under their Associate Conductor Carl Davies is hardly fair practice.

Davies seemed to find difficulty in coping with the fundamentals of conducting - beating a steady time, ensuring confident entries, simply controlling the orchestra - or perhaps it was that he had not rehearsed Brahms' "St Anthony" variations at all. Every member of the LPO probably knew this work well enough to play it backwards. Nobody actually did this, but with the faster variations sounding so appallingly messy and the slower ones spoilt by poor wind tuning and grotesquely unbalanced dynamics, it would scarcely have been worse if someone had. Beethoven's Eighth Symphony was technically slightly better but musically moribund.

To be fair, it must have been difficult to get down to the serious stuff after the double bass virtuoso Gerry Karr's cabaret spot. But Karr's patter evidently charmed most of the audience and he achieved some fairly flashy if inconsequential things.

SP

It was plain from this performance that Brahms' *Requiem* holds a special place in the affections of Richard Hickox. He conducted the piece like a man possessed - and though outwardly there were the usual extravagant theatrical gestures, here they had an unusually inspiring effect on the voices and players of the London Symphony Orchestra and Chorus.

The choir in particular showed a considerable strength, although there were one or two rather obvious frail moments, usually when the tenors had to sing something high and exposed at a dynamic less than fortissimo. But the grim incisiveness of "Denn alles Fleisch", the sweetness of "Wie lieblich sind deine Wohnungen", the thrill of the exultant fugue at the end of "Denn wir haben hier keine bleibende Stadt" were here executed with exemplary commitment and, where needed, devastating power. It was a magnificent charting of the work's progress from despair to the ultimate glory.

The soloists, too, took their parts well. Heather Harper's "Ihr habt nun Traurigkeit" was cleverly understated, an approach which perfectly suited its emotions, particularly given the gloriously shining colours of this voice.

The baritone, Stephen Roberts, keenly seized his own dramatic opportunities; his is a voice which seems perfectly scaled for this work, not big enough to assume over-dominance yet still authoritatively expressive. In "Herre, lehre doch" he achieved a chilling sense of terror at the words "Ich habe auf dich", while at the final turning point of the piece, in the penultimate movement when the baritone unfolds St Paul's mystery of the Last Day, he was able in an instant to transform the mood, providing the perfect springboard for the great double fugue that follows.

The work found the LSO in excellent form too, and for once the hall worked to an extent in their favour, stressing the abundant woodwind and brass detail. There is plenty of that in Strauss's *Four Last Songs*, which Miss Harper sang with some marvellously subtle touches. "Ich habe auf dich", while the orchestra failed to respond, seemingly unwilling to play at the genuine pianissimo. Still, it was an unusually moving performance even for this work, and it was graced, moreover, by lovely violin and horn solos.

Stephen Pettitt Hermann Prey Wigmore Hall

The second of Hermann Prey's Schubert song recitals was devoted to settings of Goethe, in whose often vital, if lyrical, evocations of onward movement this composer reaped many a dramatic musical harvest. Prey's baritone. It has to be said, is not quite what is used to be, though in full flight the voice still sounds glorious, secure and rich in tone. Schubert demands so many subtle expressive gradations that any flaw in the voice is bound to be mercilessly exposed and at low dynamic levels Prey lost a degree of control over intonation and timbre.

Yet he still has his innate musical understanding of these songs, and in Leonard Hokanson he has also the benefit of a most sensitive but far from reticent accompanist. If a work as delicately expressed as "Schnuschi" called for more fine colouring and greater intensity than Prey was able to summon, the "chase" songs like "Rastlose Liebe" or "Erkoning" were unequivocally successful, full of terror and sorrow. "Meeres Stille", a song sinister in a different, markedly less frantic manner, was equally chilling.

In "An die Enifernte", Prey's tendency towards pitching flat was accompanied by what seemed at first to be a lack of firm colouring. But the performance developed into one of exquisite taste, a perfect balance to the delicious "Geheimes" which came before it.

SP

NATIONAL THEATRE JUST OPENED AND ACCLAIMED THE STRAILE by Arthur Wing Pinero NIGEL HAWTHORNE gives "WITHOUT QUESTION THE FUNNIEST PIECE OF COMIC ACTING" on the London stage! (21 Telegraph)

Richard Morrison

FLOORS WHERE THE SKY'S THE LIMIT

Running scared — and fast

Technology is now so advanced in the world of finance that computers can go on dealing even if dealers are stuck

BIG BANG

in the snow. But the City revolution, says Bryan Appleyard, won't do away with fear and greed, the dominating emotions

Part 2: Life in the fast lane

Fear and greed is what stimulates financial markets, according to Stanislav Yassukovitch, head of European operations for American broker Merrill Lynch. "Fear that you may lose your capital and greed if you think somebody is making more."

In the old days, fear and greed were as prevalent as they are today but they had to be combined with patience. News travelled relatively slowly, giving people time to mull things over. But information was always the key — a prophylactic against fear and a balm for greed. So the technologists have been under pressure to produce more rapid data transmission systems.

Over the past 10 years, they have delivered. Thanks to computers, every ripple and every murmur in every market is flashed virtually instantaneously to anybody who wants to know. And these are not just official statements or real events — rumours fly just as fast, so the yen or the dollar can rise or fall on the back of massive movements of funds because of whispers about a third world war or an oil price rise.

As a result, decisions once made in weeks, then days, then hours, now take seconds. Yassukovitch points out that \$4 billion worth of UK Government bonds can now be placed with buyers in hours, obviating the laborious task of sending telexes to every potential customer.

So, with fear and greed being fed by new information every second of the day, nobody wants to stand still. Certainly, nobody wants to get stuck with investments they can't sell at a moment's notice. This is what is meant by "liquidity" and, in part, it explains where all this money is coming from. For technology has made

people realize the immense importance of being as liquid as possible. If you are shifting millions, a 0.125 per cent shift in interest rates or a shudder in the currency markets can cost or make you a fortune, so long-term buying is a thing of the past.

This in turn has led to the vast global explosion of the financial services industry. For every time money moves, someone takes a cut and that cut, minuscule in percentage terms, becomes bigger and bigger the more the market is "churned" by wars, rumours of wars and fast-talking Wall Street brokers. These pin-striped dandies in their half-moon glasses have invented a range of financial "instruments" of ever-increasing sophistication. You can now make money do just about everything from leaping national boundaries in fractions of a second to sitting up and begging.

In fact, behind all the political and structural changes that brought about the Big Bang, it was technology that was the real driving force. For, just as it makes no sense to take a taxi to somebody's office to sell them a Eurobond when you can do it by computer, so nobody now needs a little man to run out on to the Stock Exchange floor to fence with the jobbers.

For the small investors, technology should mean substantially easier financial dealings. It is now possible to program a computer to seek out the best deals on any transaction. In fact, during one New York snowstorm when commuters failed to make it into work, the computers continued operating the financial system, unprompted. This should mean you can simply walk into your bank and buy or sell shares via a computer terminal.



Ready for the bang: (from left) bankers Lord Camoys, Stanislav Yassukovitch and Christopher J. Sheridan

The dealing room of Barclays de Zoete Wedd is in the centre of an anonymous building on the banks of the Thames by London Bridge. It used to be a car park and BZW had to obtain permission to roof over the garden at the bottom of the central atrium. Now it is an open-plan office of 60,000 square feet on two levels housing 600 dealing desks and, ultimately, 1,400 people.

It looks like the flight deck of the Starship Enterprise magnified a thousandfold. Coloured computer screens glow with an odd jewel-like intensity in the midst of sloping banks of buttons, switches and telephones. Everything is brand new and much is still being installed.

Tony Bennett, BZW's public relations man, boasts proudly that there is £18 million worth of technology in this room but looks a little crestfallen when I tell him that it is precisely what rivals Kleinwort Benson have spent. Then he turns serious when he talks of the £120 million spent on taking over brokers de Zoete & Bevan and jobbers Wedd Durlacher and the £260 million at which the new operation is capitalized. Finally he clams up completely when I ask for the total bill.

Over at NatWest they claim Barclays have spent £375 million compared with their own bill of £311 million. They say Barclays paid too much for the "goodwill" in the businesses they took over. Lord Camoys, head of BZW, jeers at this — "That's because all their goodwill walked out the front door before they could get the handcuffs on."

Either way, we can take it that the six big British houses committed to this market are investing in the Big Bang at this sort of level. These immense dealing floors are appearing all over the City. They house market makers and salesmen in British domestic equities and gilts as well as in international shares and capital markets.

In theory, all dealings could go through these vast rooms but, for the time being, the Stock Exchange floor will continue to exist.

Jobbers Smith Brothers have committed themselves loyally to staying there and most people think it will be useful for specialized functions involving thousands of small deals — the British Gas and TSB share issues, for example.

But the real power will have passed into the premises of big investment banking houses like BZW, the NatWest Investment Bank, Mercury Securities and so on. Every conceivable investment function will be conducted within their walls — before the bang these were scattered among a multiplicity of small firms.

Some of these functions involve a conflict of interests. A broker taking an order from a client would obviously benefit his firm most if he bought from one of his own in-house market makers. But the

Bestriding the earth, operating at speeds once undreamt of

rates say he must act in his client's best interests and buy "at best". If he does not and the client suspects him of not doing so, computer records which keep a minute-by-minute account of prices and dealings can be checked.

In addition, the old functions of merchant banks can conflict with the broking and jobbing side. One part of the bank can be advising a company on a takeover bid which would cause big movements in share prices. The theory is that this is kept from the market makers by a "Chinese wall" which separates the corporate advisers from the dealers. Some say it will work; others say that if you believe that, you'll believe anything.

But the key point about the Big Bang world is that major banking corporations will bestride the earth, operating in every market that exists and doing so at speeds undreamt of by the jobbers and brokers of days gone by. Meanwhile, they will be watching the flowers grow and the paint dry on their Sussex farms.

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THE BIG BOYS OF INVESTMENT

Six big UK investment groups have emerged from the takeovers of the last two years:

NatWest Investment Bank (NWIB): took in brokers Fielding Newson-Smith and jobbers Bisgood Bishop and merged them with NatWest's merchant bankers, County Bank.

County had a reputation as a fast-moving upstart in the merchant banking world. It is County's buoyant, glossy and grinning Charles Villiers and Jonathan Cohen who have been brought in to do the same at NWIB.

Barclays de Zoete Wedd: Barclays Merchant Bank plus brokers de Zoete & Bevan and jobbers Wedd Durlacher. Run by the "charismatic" Lord Camoys and the rather more clerical Oliver Stockton.

It is very keen on the view that the Big Bang will benefit the small investor. **Kleinwort Benson:** the merchant banking group plus

brokers Grieveon Grant. Very old hands in the City game. Led by Michael Hawkes, less prone to rapid PR-statements than anybody else. He takes an Eeyore-like view of the whole affair, but is among the sturdiest.

Mercury Securities: the old S G Warburg merchant bank plus brokers Rowe & Pitman and jobbers Akroyd & Smithers. A trio of City companies that cornered the market in City street savvy some years ago. Warburg retain the air of being the smartest of all the old "accepting houses", a reputation which seems to run unbroken from the great Siggy Warburg himself down to the present boss, David Scholey.

Morgan Grenfell: the most blue-blooded of the merchant banks has taken on a small jobber, Pinchin Denny, and a broker, Pember & Boyle, and built up its capital base to take on

the bigger competition. Expert at takeovers.

Midland Montagu: Midland's merchant bank Samuel Montagu headed by chief executive Christopher J. Sheridan, plus brokers Greenwell, regarded as the best operators in the gilts market, and Birmingham brokers Smith Keen Cutler.

Another clearing bank-backed operation but with a lower profile so far than NatWest and Barclays.

Foreigners: the key Americans are Merrill Lynch — the biggest of all the stockbrokers, headed by Stanislav Yassukovitch and known, along with its big competitors — Salomon Bros, Goldman Sachs and Citicorp — as The Thundering Herd, partly because of its bull logo and partly because of the effect it has on the market when it makes a move. Japan has four big investment houses led by the giants Nippon and Daiwa.



Instant decisions count: dealers at Barclays de Zoete Wedd

Butcher designs a clutch of accolades

Junior trade minister John Butcher will receive a rare award today for his work in promoting art and design in industry



People are calling John Butcher the Minister for Design — though course there is no such thing and design occupies only a small part of Butcher's brief as Parliamentary Under Secretary for Trade and Industry. Today he will receive an additional seal of approval when the Royal Society of Arts announces that it has awarded him its Biceray Medal for exerting "an exceptional influence in promoting art and design in British industry". It's the first time the Society has given its annual medal, instituted in 1954, to a minister.

The accolade is not altogether unexpected for Butcher, the father of three children, a passionate supporter of Birmingham City Football Club and the grandson of a coal miner.

In 1985 the International Council of Societies of Industrial Design presented the Government with its highest award, while last June the Aspen International Design Conference singled out Britain as the country to honour.

What these tributes mark is the rapid switch from a nation turning out brilliant young designers with no idea of how to use them, to a place where design is seen to matter. (A well-designed object be it

fridge or slipper, is one that works: it meets the wants, needs, tastes and priorities of those who use it.)

The moment when design ceased to be irrelevant predated John Butcher's arrival at the DTI, but it is largely due to his particular tenacity and abilities, his colleagues say, that the subject is riding high.

In January 1982 Mrs Thatcher summoned designers, academics and industrialists to Downing Street and asked how the Government could promote design. By the time Butcher took over responsibility for it three months later, the subject was a winner. He was shrewd enough to see that in being given Mrs Thatcher's special interest to champion, he was "the luckiest man in the government", as he told friends.

The nearest Butcher had previously got to design was his marriage to an art teacher, although he says with a characteristic mixture of eagerness and slight self-mockery that he has "worked very hard and really learnt." He went to Birmingham

University before doing research into guerrilla warfare and the Nato alliance at the Institute of Strategic Studies. For some years refused to be included in *Who's Who*, but he now confesses to a liking for music and satire.

Under his auspices the Design Advisory Service Funded Consultancy Scheme was set up to loan designers to small and medium-sized manufacturers. More than 2,500 have so far used it.

A Strategy Group has been formed and is advising the Government on priority areas. Alongside government support is a wave of enthusiasm within education, with seven examination boards offering design-related A-levels. A new course in design management put on by three polytechnics is so popular that three more have started.

But he handled them well. For six months he listened, then began to let what had become a personal enthusiasm show. His past in the com-

"Market share and profits can grow with good design management"

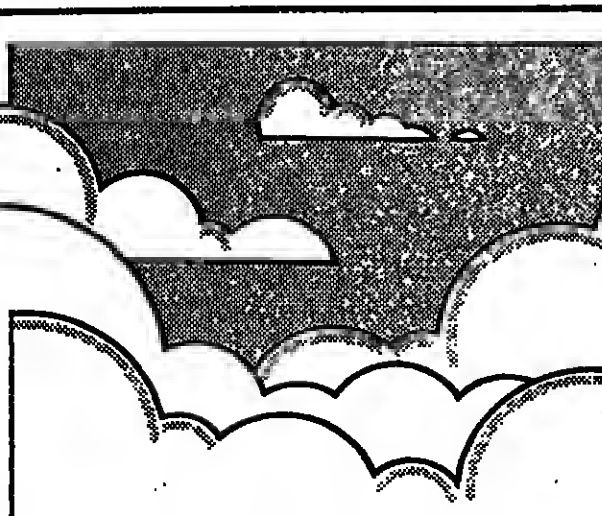
puter business gave him an edge in the wider field of industry and he set off around the country, speaking to academics, company directors and engineers about how rich Britain was in designers, and how abysmally their talents were being squandered.

Alas, the battle is far from won. Those convinced are delighted, but converts prove slow to follow. In 1983, for the first time since the Industrial Revolution, Britain imported more manufactured goods than she exported. For their music centres, their scissors and their cookers, the British still go abroad.

Manufacturers need to take on designers as an integral part of their company structure and not as a cosmetic. As John Butcher says: "A new generation of managers is fully aware of the way good design management will increase market share and profits."

Caroline Moorehead

TOMORROW
After the Bang: out with the Harrow boys, and in with the barrow boys



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ACROSS
1 Two hooded carriage (6)
5 Agreement (4)
8 Spacious (5)
9 Delighted (7)
11 Trader (8)
13 Communists (4)
15 Betrayer (6,7)
17 Knight (4)
18 Unachievable (8)
21 Overdue payments (7)
22 Out-of-date (5)
23 Current style (4)
24 Annually (6)
DOWN
2 Secret affair (5)
3 24 hours (3)
4 Unintentionally (13)
5 Rain heavily (4)
6 Money chests (7)
7 Female opera star (5,5)
10 Upset (10)
12 Animal burrow (4)
14 Central part (4)
16 Cook inadequately (7)
19 Artist's frame (5)
20 Loathe (4)
22 Legume seed (3)

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ACROSS: 1 Cheer 4 Cagoule 8 Union 9 Marquee 10 Braggart 11 Decent 13 Cereals 17 Raft 18 Assomb 21 Pigsaw 22 Ogler 23 Decent
DOWN: 1 Chubby 2 Erica 3 Renegade 4 Cum grano salis 5 Gory 6 Unusual 7 Exempt 12 Rigorous 14 Refuge 15 Tripod 16 Chorea 19 Islam 20 Sane

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LONDON FASHION by Suzy Menkes

Power dressing gives way to wispy chiffon, veiled breasts and swirling skirts as femininity returns to British runways in the spring collections

RENAISSANCE



KATHARINE HAMNETT (above left): brief lines for naughty schoolgirls. JASPER CONRAN (top left): revival of the flirty skirt, puffball shapes, abbreviated midriff jackets. ALISTAIR BLAIR (centre): frankly feminine new look, Grace Kelly skirt swirling from a tiny waist. RIFAT OZBEK (top right): embroidered jacket with sun, moon and stars

The frankly feminine has had a bad fashion press in the feminist era. But the new British collections inspire once-despised adjectives: pretty, dainty, delicate, graceful and soft. Short skirts are skating circles, gently gathered or puffballs of tulle; longer ones fall in swirls or pleats. Shorts are wide and waisted and trousers are soft pyjamas. Favoured colours are powder pink and blue, and embroidery is the latest decoration. The renaissance of femininity means that the female breasts, shrouded for so long

under over-sized clothes, are back in fashion. They are now veiled only in wispy chiffon or caressed in silk. This gentle mood is more than a search for fashion novelty. It expresses an international fashion feeling that women have come to the end of presenting themselves as surrogate men with unnaturally broadened shoulders or as brazen sex objects in figure-hugging clothes. The most interesting collection in London was by John Galiano, who drew his inspiration from the medieval era, when women were the objects of courtly love.

Galiano's show, in tune with Romeo Gigli in Milan, opened with a young innocent with tendrils of hair trailing over a transparent black and white chiffon blouse above a high-waisted long skirt. It suggested both a new fashion focus on the raised waist and the new mood. Galiano draws from other eras and cultures, including the Edwardian sailor collar. He used exquisite colours from ancient Greece: aegaeon blue, sunbaked terracotta, olive green and marble white. John Galiano's strongest suit is his cutting, which was refined this season to produce

simple T-shirt dresses with a square medieval neckline and wrap skirts. The 1950s, that other era of the frankly feminine, was the inspiration for both Jasper Conran and Alistair Blair. Conran's show was the more punchy, because he has the wit to poke fun at his own fashion message. His two strong looks were the short skirt, under a cropped, tailored jacket and the full mid-calf skirt with a halter top. The short skirts looked most convincing at night in ruffles of satin and chiffon and in bell-shaped ottoman silk.

Do modern women want to look like ladies again? That is the question posed by Alistair Blair's totally professional collection — let down by a lighting failure and the fact that his heavyweight overseas buyers deserted him for dinner with the Princess of Wales before he produced his *piece de resistance*: Britannia decked out in whips of snow-white tulle and carrying a trident and shield fashioned out of chrysanthemums. Simple T-shirt dresses with a square medieval neckline and wrap skirts. Muir, who favours navy blue, introduced a violent shade of lime, used with purple, a shrieking pimento red and a purple, yellow and tomato red plaid. There were plenty of other clothes to choose from in a long show that included a peerless range of ribbed cashmere sweaters made with boat necks and belted over kooky mid-calf skirts.

In subtle dusty pinks, pale blues and dainty yellow, low and with interesting jewellery and accessories, the most inventive day dresses in town came from the Jean Muir Studio collection, to which Muir's assistant designers make an important contribution. Betty Jackson and Wendy Dagworthy, both part of London's new wave, were playing safe this season, although Jackson had a good short, swingy dirndl skirt that we saw in all too many fabrics, longer swirling skirts, sweet romper suit shorts and Spanish Toledo embroideries. These have all emerged as London fashion themes. Dagworthy's models smiled a lot, in spite of their gypsy head-scarves which gave a messy look to some crisp clothes including soft pyjama suits in coal black piped with white and mid-calf knife-pleated skirts, graceful in white with a scalloped hem and tray cloth threadwork. This has been a low-key season for prints, one of the British creative strengths that was shown at its best in English Eccentric's stunning Medusa print and strong Klimt-inspired knits. The sister design team of Helen and Judy Littman have an intellectual approach to fashion, researching Freud, the Vienna Secessionists and Venice to produce a sometimes over-elaborate but very interesting collection of tiered and layered skirts. John Rocha's varied and cleverly cut jackets, in two few interesting fabrics, would have looked stronger on the stands at Olympia than on the catwalk.

Rifat Ozbek pursued a



JOHN GALIANO (above): the Medieval look, pale young innocents with flowing, renaissance curls over marble-white front gathered dress

MUIR STUDIO (right): abbreviated lines, short tailored jacket and cropped pyjama shaped trousers in dusty pinks and pale blues



BRUCE OLDFIELD (above): 1850s English lady in ruffled puffball tiers and delicately patterned fairisle

Turkish Delight theme that was witty at night for shapely jackets and short skirts in exotic purple velvet, and strong by day for a jellabab shirt dress with castab buttoning and flaring skirt. Bruce Oldfield stayed with his glamorous image, but introduced puffballs of tulle and bubbles of chiffon, to create 1930s English ladies. The rest of the collections were feminine, predictable and sometimes very pretty. Roland Klein had pleasing proportions for his long and languorous pleated skirts worn with elongated vests and he used Spanish embroidery subtly on safari dresses. Murray Arpeid excels at serious embroidery, superb in silver on midnight blue chiffon, again with puffball or longer tulle skirts. Caroline Charles had the best conventional silk prints in town for her vivid silk afternoon dresses and debutante delight pastel satins at night. Yuki is master of the feminine drape and the elegant pleat, and this season used lovely colours from coral through to oyster. Zandra Rhodes followed an Egyptian theme.

The renaissance of London as a fashion capital depends on its young designers, who cleaned up their act this season and produced sharp professional shows, but lost a little of their ebullience on the way.

LONDON PEOPLE

Naked nape



Gasps of surprise greeted the Princess of Wales and her bare nape at the British Fashion Banquet last Friday. Designers, who included award-winning Jasper Conran, in strangulating wing collar, and Zandra Rhodes, in yellow bead embroidery against her shocking pink hair, admired Diana's Bruce Oldfield off-the-shoulder gown. Bruce tells me that he originally designed the Renaissance-inspired gown with a mink trim, to persuade clients that there is fashion life after the Dynasty shoulder pads. Our fashion-conscious princess has been quick to follow the trend away from padded shoulders. But any idea that she is blazing a royal trail was dispelled when Diana sat down to dinner in the Fishmongers' Hall, beneath a portrait of the young Queen Victoria who appeared to be wearing the identical style — give or take a Garter ribbon and without Diana's matching velvet pumps and favourite clutch bag.



Hot blossoms

I hear that Noel Minett and David Jones, who stage managed the cascades and trails of copper-coloured flowers at the Fashion Banquet, have become the hottest floral ticket in town. Ever since Noel and David did the magnificent sweet-scented blooms for the post-nuptial private party after Andrew and Sarah's wedding, aristo party-givers have been queuing at the flower arrangers' humble Fulham door.

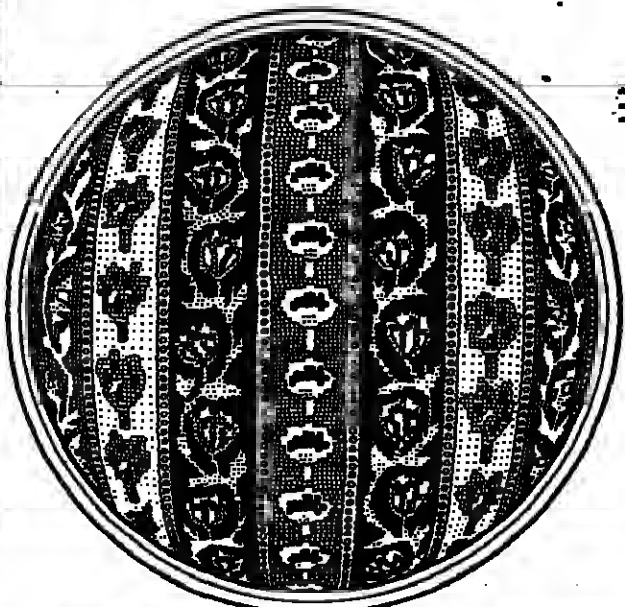
No kydding

The star of Katharine Hamnett's party to launch her newly-opened hangar of a shop at Brompton Cross was not Sarah-Jane, lead singer of the Communards, belting out *Don't Leave Me This Way*. It was Susie Kydd, Hamnett's new busy model, about to be given star status in Levi's new 501 campaign.

Photographs by Harry Kerr

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THE TIMES DIARY

Inside information

The Prime Minister's obsession with privatization has found a new target: the Central Office of Information. I understand that the Treasury has circulated a confidential memorandum to Whitehall departments instructing them that from next April they may quietly drop its services.

Copping out

A rare example of public blood-letting among our boys in blue is not, after all, to take place at the Oxford Union. Undergraduates were to have been treated to the sight of the former chief constable of Devon and Cornwall, John Alderson, and the West Midlands police chief, Geoffrey Dear.

Number crunch

Liberals at the London HQ will have to sharpen their wits if they want to win the Knowsley North seat just vacated by MP Robert Silkin. Tony Greaves, former general secretary of the Association of Liberal Councillors, wanted to go to Liverpool the other day to see how the campaign was progressing.

Unscheduled

Lunches were gobbled, and flights over the Morecambe Bay gas field cancelled, during Peter Walker's opening of a British Gas exhibition in Altrincham yesterday. The reason: the hour-late arrival of a train from London specially chartered to carry 130 businessmen to the pre-privatization beano.

Preview

Patrick Leigh Fermor's publisher came to the aid of two elderly fans who feared that waiting a couple of months for his book, Between the Woods and the Water, which comes out on Thursday, might mean they would miss it altogether.

Yes, Mandarin

I hope the Queen finds time to watch some Chinese television. A recent day's schedule includes such treats as the cartoon Mimi the Waf; a series, Road of a Long March; a comedy, The Generations of Liu Qiuao; and Hygiene and Health: fixing deformities.

Leg pull?

A recent meeting at Conway Hall in London drew the attention of Special Branch, who warned Holborn Police that it could attract "skinheads and members of the National Front". This month's Police magazine describes how a constable watched in disbelief as a van was unloaded of its cargo of Lady Penelope and Troy Tempest puppets.

PHS

Michael Binyon explains why the summit ended in stalemate

Washington The Reykjavik summit began to go wrong at the end of the final scheduled session on Sunday morning. Until then President Reagan was confident that he had achieved a major arms control deal. But he forgot that the Russians are chess players who plot a strategy long ahead and save their decisive moves for the end.

With his sudden insistence on limiting strategic defence, Mikhail Gorbachev caught President Reagan in a corner: take it or leave it, he would lose either way. If Reagan rejected the package, "Star Wars" would be seen by much of the world as the stumbling block to agreement on intermediate range weapons, strategic arms reductions, nuclear testing, human rights and regional conflicts.

Almost against their will, the Americans were drawn into the dilemma by the initial Soviet willingness to make rapid progress on the whole range of issues. In the all-night session on Saturday, the arms group settled more than the negotiators at Geneva had in years of deadlocked talks: a freeze on short-range intermediate weapons, the scrapping of all long-range intermediate weapons in Europe, and much more.

It was in the strategic arms reduction talks (Start) that Star Wars first surfaced on Saturday. The Russians had made their objections to SDI clear from the outset, but it was Marshal Sergei Akhromyev, Chief of the General Staff and head of the Soviet team of arms experts, who began to make the link.

Moscow would not go ahead on the Start understanding unless the US agreed not to withdraw from the Anti-Ballistic Missile (ABM) treaty - which effectively forbids space-based weapons - for 10 years. By Sunday, Gorbachev had made this condition explicit.

Reagan and his advisers re-defined their proposal, and agreed to five-year compliance if the Russians reduced their missiles at the agreed rate, followed by a further five years, so that by 1996 both sides would have eliminated all ballistic missiles.

Back at the table, the Russians still balked. Gorbachev would not yield on SDI. He wanted research, development and testing to be limited to the laboratory. This, Reagan thought, would effectively kill the programme. He was not prepared to accept it. But the Russians insisted: "The whole package or nothing at all".

The Americans felt trapped. As George Shultz, the Secretary of State, said, it was the "vigorous presence" of SDI that had made the negotiations possible in the first place. If it was removed, what guarantee was there that the rest of the package would be implemented?

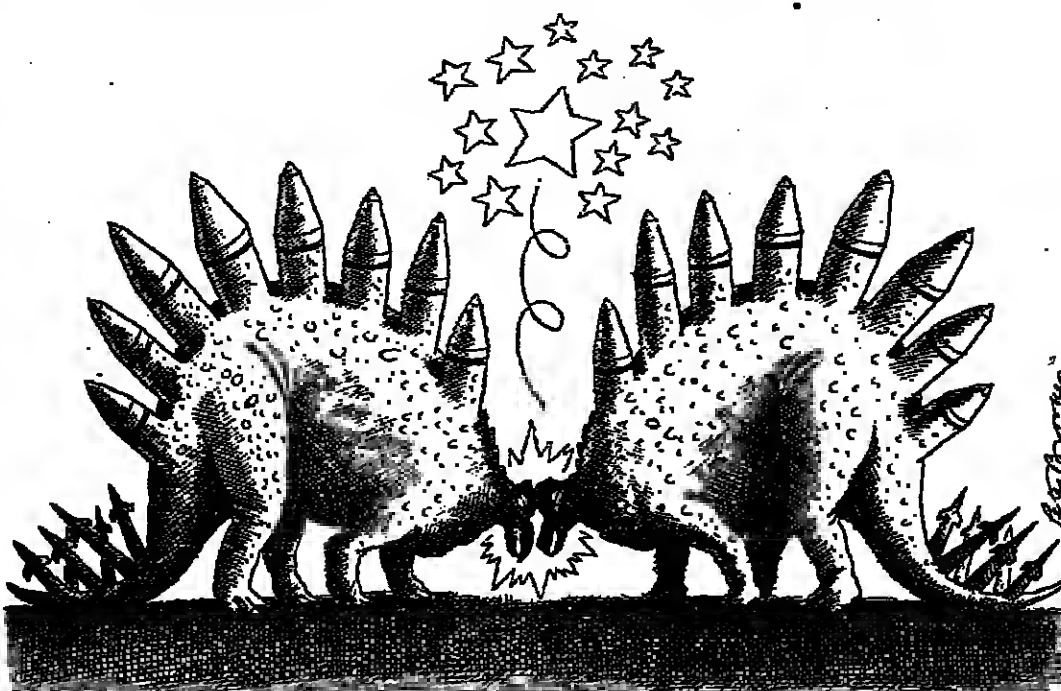
Although the Americans insist they will be back at Geneva, there is clearly not going to be a Washington summit now, or any movement in the negotiations. Things will not simply pick up where Reykjavik left off, despite brave-faced US hopes for continuing "constructive relations". The

US mistake, it is clear in hindsight, was not recognizing that it was the Russians who were making virtually all the concessions in the other fields.

It did not see the political difficulty for Gorbachev to take back an agreement that gave the Russians no satisfaction on their big worry, SDI, in return for all the concessions on Start and Intermediate Nuclear Force cuts.

Even in regional conflicts and human rights, issues that barely got a hearing, the US put the onus for concessions on the Russians.

The political fall-out in the US of the failure will be mixed. The biggest blow is to Shultz, architect of the summit. He looked drained and shattered as he announced the sombre result. His tell-tale strong profession of loyalty to "my President" - always a sign of sharp disagreement - conceals an



Outplayed in the Reykjavik chess match

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anguish that those such as Henry Kissinger, who had warned against a hastily-prepared summit, and Richard Perle, the hawkish Assistant Secretary of Defence, have been proved right, at least for now.

In Congress, those opposed to arms control will be more vigorous in their opposition; the right, on the other hand, will applaud Reagan and try to dissuade him from ever travelling down the road of compromise again.

Reagan, though certainly disappointed, is unlikely to be hurt at home, though his image abroad, especially on the left in Britain and Western Europe, will be severely dented.

The US team left Iceland dejected and bitter. Even the accompanying journalists sensed the mood: "It's like going home after losing the match," said one. "Especially when you've been defeated by an own goal."

Another big loser is Iceland. Not only will Reykjavik be forever associated with failure, and the hoped-for spirit of Iceland prove a chimera, but the disillusion with the whole process of summitry puts paid to Iceland's hope for having been the catalyst to a turning point in history.

The reputedly haunted Hofdi House, will be haunted by the failure, if not by an actual ghost.

Ian Murray talks to Yitzhak Shamir as he prepares to take over as Israeli premier

Yesternitsky: today's man all over again

ized in daring and ruthless attacks aimed at forcing the British out of Palestine. The Foreign Office described him as "among the most fanatical terrorist leaders... it is considered that imprisonment or detention is the only satisfactory means of preventing them from planning and carrying out further outrages".

Since those days Shamir has justified the gang's assassinations, which shocked and appalled a Britain that had just waged a six-year war against Nazi Germany.

There are those who say that to attack an army camp is guerrilla warfare, but to kill one man is terrorism. I don't agree. Our method was morally better. A soldier is not personally involved. He just obeys orders. All the men we hit were personally interested in succeeding against us.

Shamir's official government biography says he "kept out of the public limelight" after Israel became a state. "From 1955 to 1965 he served in a senior civil service post. From 1965 to 1970 he managed various business concerns."

In fact for a decade he was an important and successful agent with Mossad, Israel's secret service. His quick brain, his more or less fluent command of six languages and his singleness of purpose made him invaluable, and he was glad to be out of the public eye.

During this time he changed his

name to "Shamir", which in Hebrew means flint, diamond or bitacle, or in some senses dull as in pickle. He took to wearing smart suits, though with short-sleeved shirts and no tie. The bushy eyebrows remained, along with a carefully clipped moustache.

In 1970, at the age of 55, he decided to emerge into the daylight and to join the Herut movement of Menachem Begin. He was almost immediately elected to its executive. In 1973 he was chosen as its speaker in 1977. That made him a respected public figure, and in 1980 he was the natural choice as foreign minister.

As the most senior government member, relatively untainted by the invasion of Lebanon, he succeeded Begin as prime minister in 1983. The drawn election the following year forced him to accept two years more as foreign minister while Peres had his turn at running the country. Now Shamir is back in charge.

There will be no basic change of policy," he told me. "Not in the economy, in social issues or in relations with our Arab neighbours. But there are some differences of emphasis." The main aim of foreign policy was to get peace with the Arab neighbours, "mainly by direct negotiations".

But he was already erasing any commitment Peres may have given to an international peace

conference. "We appreciate very much the involvement of the United States, which has the advantage of close relations with Israel and with many Arab countries, but an international conference is a Soviet invention, a vehicle to enter the political and diplomatic process of the Middle East."

"They have no relations with us. Their position on Soviet Jewry is very negative. Therefore, until they change their position, we will not agree to their involvement in Moscow," he said, "wants to impose solutions in the same way as the United Nations. Israel exists now only because it did not accept the UN. Shamir does not even like the idea of some kind of international forum powerless to do any more than advise or help negotiations because the limitations on it might be removed."

He sees no hope of peace with Syria beyond an uneasy stand-off maintained by a strong Israeli army. "I hope we will have a deterrent. We don't want to have war, even if it is victorious. We want peace."

Beyond the quest for peace, which will remain the concern of Peres as well, Shamir is promising tax reform, less bureaucracy and greater help for independent business and industry. He repeats this parrot-fashion, with little real conviction, like a man who has learnt a distasteful script well. He clearly relies on Peres to go on controlling wage demands to help him reduce inflation and control the economy.

He definitely does not accept that he will be under any pressure from his own right wing to build more Israeli settlements in the occupied territories. "The only pressure I know is the pressure of my conscience."

The government "is my copy-right," he boasts. "It will survive. I am not sure that we will not have another national unity government after this one, because the people like it."

but of addiction. "Nicotine is the most addictive and poisonous drug in the world. Once it has got into your body, it stays for ever. You may give up smoking for twenty years, but after one puff it will only take four days before you are back on your original quota."

This message, accompanied by much bronchial coughing, was reinforced by the coughs now coming from the next room.

For the next tape, I wore dark glasses. He lay me down on the couch, removed my shoes and reminded me that hypnosis was relaxation. "The subconscious accounts for 70 per cent of the mind's activities. When you began smoking, it was a conscious act. If I can relax you and speak to the subconscious, it will then inform the conscious mind." Beginning with the neck, and graduating to the toes, the voice relaxed my whole body and then repeated that appealing logic. To the tape's end, I was totally conscious.

After paying him, he warned that it would take ten days for the habit to dismantle. He had another tape if I put on too much weight. With that he closed the door on me. I have not smoked since; nor do I mind others smoking. But occasionally I think of an elderly man furiously making his way through a packet of Players to the sound of his own voice drooping in the next room.

Nicholas Shakespeare

J.T. Winkler

NHS spur for the spurious

The two latest instruments for goading the NHS into greater efficiency are called "Individual Performance Review" and "Performance-Related Pay". That means setting targets for the service's 800-odd general managers and rewarding them if they meet the goals.

Put like that, the idea sounds very sensible. Why not reward achievement with pay bonuses? Len Peach, the new chief executive of the NHS Management Board, formerly of IBM, says the new measures "mirror the sort of scheme you get in blue chip companies in the private sector."

But this is to ignore evidence from many organizations, private as well as public, on how managers respond to pressure from above. Experience suggests the scheme will encourage inefficient and sub-optimal performance, with much secrecy and fiddling.

"Performance measurement" in the NHS began in 1983, with all health districts compared on 70 indicators of performance in four areas of work. Last year the figure had risen to 500 covering eight areas. For all general managers, the health authorities shall:

● Set targets for annual improvements in the district's performance. What these targets should cover, or the number, is not specified.

● Define success as achieving these targets. Absolute improvements in the service will not suffice, no matter how significant.

● Assess individuals on the basis of these organizational achievements or failures. Managers will then be ranked into five bands of quality.

● Attach sanctions to these results: rewards or punishments as appropriate. Immediately, that means giving substantial annual bonuses or withholding even normal inflation adjustments. But in the longer term, contract renewal, promotion and even pensions depend on the year's balance between performance and objectives. Bonuses will be paid only to general managers. No one else will benefit from the district's improved performance.

It won't work. The new system incorporates all the essential ingredients of Soviet management; and Soviet planning shows us how managers respond to such a control system. The short-term consequences may be grouped under four headings:

● Low performance: When "success" (and bonus) depends on performance exceeding target, then even the dullest NHS manager will soon realize that there are two ways to "succeed" - either raise your performance or lower your target. Managers will have a positive interest in negotiating low targets, easy to achieve. Similarly, they will have an interest in not revealing the true performance potential of their organization. They will keep some capacity hidden in reserve, so that when something unexpected goes wrong, they can still meet their target (and win their bonus).

And when they do "succeed", they will be careful not to succeed too grandly. Exceeding your target by too much gives the game away. The boss would simply ratchet the objectives sharply upwards in the

following year. ● Inefficient performance: In addition to seeking low targets, managers will overestimate the resources needed to accomplish any objective on which they are assessed. Far from ensuring greater "efficiency", the new system builds in a tendency towards the excessive use of resources.

● Restricted performance: One of the benefits claimed for the new system is that it will give managers clear objectives and hence the "security" of knowing the criteria by which they are judged. So it will. But the converse is also true. They will know the criteria on which they will not be assessed, the areas of the health service which they can safely ignore.

● Spurious performance: In response to the new control system, managers may exert extra effort to do an improved job in an efficient manner. But they may also simulate performance. They may manipulate the indicators of success rather than improve the real underlying performance. In effect, they may cheat. Consider two examples.

First, take that enduring NHS favourite, average bed stay length as a measure of efficiency. The instrumental manager could achieve "success" in terms of this indicator by ensuring that the district: (1) admits many easy cases for short stays, people who would not otherwise have been hospitalized at all; (2) excludes, or keeps on the waiting list, the difficult long-stay cases; (3) discharges patients early, whether community care facilities are available or not; and (4) admits the same patients for multiple short stays.

Or take the trendy target of the moment, reducing waiting lists. The cunning manager might ensure that the district: (1) redefines "need" to exclude less serious cases, reducing the list in the short-term by removing some who are already on it, and keeping it short in the long term by making it more difficult for new people to join; (2) institutes crash programmes, funded by shifting resources from other parts of the service; (3) provides quick but partial treatments; (4) provides less sophisticated or lower quality treatments; and (5) transfers patients to another hospital or health authority.

Clever general managers will sniff out these moves immediately. The not-so-clever will require two or three years of "Individual Performance Review". By 1990, all will be at it.

Then the advanced techniques of the really sophisticated practitioners will come into play, ploys like intentionally setting impossible objectives, reporting next year's performance this year, retrospectively reducing targets, devising multiple weighted indicators, simultaneously enforcing contradictory objectives and organizing collusion between the assessors and the assessed. Many imaginative variations lie ahead.

The leaders of our health service are not ignoble when they seek to "clarify objectives, measure performance and reward achievement". They are just naive. There is still time to learn from experience, before we pay out too many bonuses for cheating.

moreover... Miles Kingston

The ultimate in personal touch

I sometimes receive letters, as I am sure you do, which are phrased so personally that they could only have been done by computer. They tend to go like this.

Dear Mr Kingston, Have you ever considered the advantages of becoming a subscriber to International Business Digest, Mr Kingston? A much-travelled executive like yourself, Mr Kingston, has to be in touch constantly with the latest developments in the business world, doesn't he, Mr Kingston? So we invite you to... And so on.

You get the idea. Slipping your name in as often as possible (in the same way that insurance people always call you by your Christian name as soon as they meet you) is meant to make you feel that this letter is really, personally, exclusively for you.

But I have encountered a new and rather sinister development of this idea. I got a letter the other day that went like this.

Dear Mr Kingston, Have you ever considered, Mr Kingston, what would happen to you if you did not become a subscriber to International Business Digest? Do you realize, for example, that we are aware of the severe financial difficulties you underwent in the late 1970s and the rather doubtful, not to say dishonest, methods you used to get out of them? We are also aware of the unusual strain which your marriage went through shortly afterwards, and of the names and addresses of some of the people you were seeing just then, Mr Kingston, when you should have been seeing your wife. Nor are we unaware of the strange behaviour you have indulged in at several business conferences, Mr Kingston, as the details on our files reveal.

If you wish none of this to appear in International Business Digest, we suggest you take out a subscription at the full rate. As soon as possible, Mr Kingston. Yours, etc.

Pausing/only to take out a full

year's subscription to International Business Digest. I got on to the PR firm handling this unusual campaign, and found it was being run by none other than my old friend Adrian Wardour-Streete.

He was a bit shamefaced when he found I had received what, on the face of it, seemed an attempt at blackmail. "Sorry you got one of those letters, old boy. They aren't meant to have gone out yet. Must have slipped through the net. Did you take out a sub, by the way?"

I confessed that I had, only through sheer curiosity, of course, although in fact the letter had described my life with remarkable accuracy.

"Well, of course it does, old boy. That's the point." Were all the letters different, then? And how had he managed to find out all those things about me? Adrian chuckled. "I didn't, actually. It was all based on an Orson Welles interview I once saw when he said he had worked as a fortune-teller in his youth. Welles said that if you asked someone if he had a small scar on the knee or leg from a childhood accident, he always looked startled at your clairvoyance and said yes. The fact was, though, that almost everyone did have such a scar. The same was true of childhood pets, favourite toys kept late in life, and so on.

"Well, we thought that the same principle might be applied to a threatening letter. We did profiles on businessmen and found that most of them had had some trouble about 1980, most of them were guilty about marriages and so on. From there to the composition of the letter was child's play."

I consider this to be a disgraceful new low in the standards of the PR game, and I advise my readers to ignore completely any such letter they may receive. I have also, I may say, cancelled my subscription to International Business Digest.



1 Pennington Street, London E1 9XN Telephone: 01-481 4100

BLEAK HOUSE

The summit that was no summit convened as part of an exchange that was no exchange remained true to its origins. Built on a pretence, the Reykjavik meeting foundered on the reality: that the one objective desired by Mr Gorbachov (namely, President Reagan's renunciation of his Strategic Defence Initiative) and the one firm position held by President Reagan (viz. the retention of his vision of strategic defence) were incompatible.

They always were incompatible. The pretence derived from the belief, encouraged by the Soviet side at every turn, that the summit would concentrate on everything but strategic defence. Up to the last hour of unscheduled talks, the West was promised a "historic" offer of "deep" cuts in strategic nuclear missiles. We were promised the possibility of agreement on intermediate-range missiles in Europe. And we were promised the possibility of a limited ban on nuclear testing. The tantalizing vision of a safer world was conjured up in blatant breaking of the news "blackout" — only to evaporate as the cold statements of failure were read out.

Given that the nuclear stockpiles of both superpowers represent the ability to destroy each other many times over, even cuts of 50 per cent cannot provide that ultimate safety. "Deep cuts" coupled with even a "leaky" strategic defence would actually give both sides greater security. So the Soviet package offered a strategic illusion. But it was masterly public relations on the part of the Soviet leader and his America experts.

The United States stood to lose at every stage. If President Reagan and his advisers had eschewed the opportunity presented by Reykjavik, they would have been condemned by many in the United States and Western Europe for their apparent lack of interest in talking to the Russians. If they went part of the way in the negotiations, as they apparently did, they would come within an ace of a truly historic agreement for the Soviet side did indeed have much to offer.

But when the US side balked at going the full distance, which would have meant aborting the Strategic Defence Initiative in the earliest stages of its life, the trap was sprung. Either the Kremlin secured the end of SDI or the whole deal was off. And in that case the breakdown of the non-summit at Reykjavik could be blamed on the intransigence of one man: President Reagan, whose new interest in peace-making would thereby be exposed to all as a deceit. So much progress, so nearly within our grasp, the world sighed on Sunday night.

But the world's response, aggravated by the naivete of

the media, is misguided in the extreme. For if the pre-condition set by Mr Gorbachov for any progress at Reykjavik was the renunciation by the United States of the Strategic Defence Initiative, as it had been at Geneva, then the offers reportedly made by the Soviet side had no substance.

If the Soviet side knew, as it must have known, that the concept of SDI was not for bargaining, then its much-vaunted "deep" cuts in missile numbers; its statements about progress on "regional issues" — the euphemism for such diverse troublespots in East-West relations as Afghanistan, Cambodia and the Middle East — and even on human rights, or what the Soviet side prefers to call "humanitarian issues", were so many false promises.

Yet if the Soviet version is accepted, as it no doubt will be in many quarters in Western Europe and in the United States, President Reagan will be blamed for what may become a new period of frigid relations in superpower relations. He will be criticised by right-wingers to explain why he went to Reykjavik in the first place, having agreed with Gorbachov to meet next in Washington. And he will be criticised from the other side of the political spectrum for not making the one concession that could have saved the summit.

But this ignores the fact that President Reagan did make concessions. The agreement to reduce numbers of strategic and medium-range missiles was as much a concession for the United States as it was for the Soviet Union. And on SDI, he offered to extend the delay before any means of strategic defence were deployed from seven and a half to ten years. What President Reagan refused to do was to compromise US security — and, it should not be forgotten, the security of the Western alliance — for the sake of appearing to be a man of reason and peace.

For the time being, Mr Gorbachov has won the propaganda battle of Reykjavik. He has emerged with his peacemaker's reputation intact. And he has reversed the defeat he suffered at Geneva eleven months ago when he returned to Moscow with an agreement to go to Washington but without a concession on SDI. The Washington summit is now off the agenda.

The Soviet leader has also gained a breathing space for his domestic programme. For all his initiatives to rein in the black economy, curb alcoholism and inspire the Soviet work force to higher productivity, the Soviet growth rate this year is not as high as it needs to be to reach Gorbachov's ambitious targets. The cold winter of isolation the Soviet Union now faces can now be blamed on

"certain circles" in the United States and President Reagan in particular. Mr Gorbachov has also won for himself the opportunity to recommence nuclear testing.

In the longer-term, however, the balance of Reykjavik is less certain. Preliminary soundings from the United States suggest that the abortive encounter with the Soviet leader has lost President Reagan little of his popular support, for his image thrives on the impression of strength. The Strategic Defence Initiative, while not especially popular with Congress, which may have to fund it, is the sort of grand, idealistic scheme many Americans can support so long as it seems scientifically feasible. So while the President may have lost some support in Congress (though how much the mid-term elections will show) by going to Reykjavik, he showed he was prepared to do business with the Soviet leader, and he did not give way.

For Mr Gorbachov too the future is less certain. If he decides, as the Soviet military might wish him to do, to respond to the deadlock at Reykjavik by openly embracing a Soviet version of SDI, then some of the funds earmarked for improving living standards will be channelled to the military. But Mr Gorbachov has raised expectations just enough to make early disillusionment dangerous. The risk of Polish-style discontent has worried the Kremlin sufficiently in the past for it to have been discussed as the highest level.

But it is in Western Europe that the spurious failure at Reykjavik holds the greatest risks. For it here where the image of Reagan as warmonger is most deeply entrenched and here where the greatest prejudices against strategic defence hold sway. But it is important to keep a sense of proportion. The Reykjavik summit was not a scheduled summit in the first place, and should be seen as an adjunct, not an essential, to the rebuilding of the superpower relationship.

Moreover, the two superpowers are still talking to each other, which is more than they were doing two years ago, and there is no personal animosity between their leaders. Then again there was progress in some areas which are just as important for the Western alliance, and for Western Europe in particular, as SDI: human rights, regional issues, strategic range and medium-range missiles in Europe. These issues provide an opportunity for progress in the East-West relationship as a whole which could be built on, should the Soviet side modify its position on SDI. For the intransigence at Reykjavik was not in President Reagan's camp, but in the camp of Mr Gorbachov.

TWO CHEERS FOR BIRMINGHAM

Birmingham has rarely caught the public imagination as Britain's second city. France has its Lyons, Spain its Barcelona, Russia its Leningrad and Italy its Milan. But this country has...

Manchester, Liverpool, Glasgow have each in their way presented to a curious world a coarse-grained picture of industrial Britain — honest and full of character beneath its layer of 19th century grit. Birmingham by contrast has represented not so much an image of the national landscape as a blot on it — famous only for its cooling towers and Aston Villa, its rows of red-brick terraces and several generations of Chamberlains.

It is an unpromising site on which to build a new Jerusalem. But the city is trying at least to build a new Birmingham and it deserves national and regional encouragement. Poorly endowed with parks, with buildings of great architectural distinction and, more recently, with jobs, Birmingham is trying to make the best of what it has — and so far with some modest success.

It stands, for instance, in the heartland of Britain's motor industry, such as it is, and at the junction of the country's motorway system. It embraces the National Exhibition Centre, which already accommodates the national motor show and is now being doubled in size to vie for international recognition. A £105m conventional complex is being planned for the city centre.

Equipped with an urban road network which has partly driven people underground, the city has pioneered Formula-3 racing on the ringway which, though not perhaps to everyone's taste, reflects an admirable spirit of entrepreneurialism. Earlier this month the "city of a thousand trades" became a clean-air metropolis, the largest smokeless zone in Britain. This week it was disclosed that the city council is trying to make it the first place in the country where the pubs remain open all day — an initiative which has more to do with its new image of internationalism than any undue thirst for alcohol.

The Music Advisory Panel of the Arts Council has responded to all this by proposing to transform the City of Birmingham orchestra into one of the great orchestras of the world, thus capitalizing on another local asset. This would mean an infusion of additional cash — though from where remains unclear. Later this week the rest of the world has its chance to show similar recognition of what Birmingham is doing when the International Olympics Committee makes known its choice of venue for the 1992 Games.

Few outside Birmingham expect that the city will win it. Its proposal, built round the exhibition centre (for indoor sports) and a new secure stadium for athletics, is ambitious and has won many friends. It has propelled Bir-

mingham into second place behind Barcelona in what is largely now seen as a two-runners race. If Birmingham does not win the city can rest assured that it has made a brave try. It has put down a marker for future consideration — perhaps for the Games of 1996.

More than that, however, it has helped to put Birmingham on the map at home as well as abroad, whatever the result on Friday. That in itself will have made the effort worthwhile, not just for Birmingham but for Britain. The Midlands needs a capital, a burgeoning metropolis to provide a focal point for commercial and cultural expansion during difficult times for the region.

Few areas have suffered worse as the country's great manufacturing industries have expired. Few cities are now fighting more vigorously to replace them with new service trades. Even Birmingham's once famous football clubs have been passing through one of their darker hours, while not far away in Wolverhampton the national game is looking even worse. No Beatles have sprung to fame amid the dark Satanic mills while the local contribution to folk culture, *Crossroads*, has always come a poor second to *Coronation Street*.

Endowed with this dwindling inheritance, Birmingham has set an example in self-help which should win official approval in Mrs Thatcher's Britain. We wish them success on Friday. If this comes, it will be richly deserved.

LETTERS TO THE EDITOR

Labour and the threat of war

From Vice-Admiral Sir James Jungius
Sir, May I suggest that the most dangerous aspect of Mr Kinnock's defence policy is that part in which he requires not only the withdrawal of American nuclear bases from Britain, but goes on to declare that in no circumstances does he want Nato's nuclear weapons used on our behalf. All this in the context of a world in which the Soviet Union retains a nuclear arsenal and significant superiority to many conventional arms.

Such a policy shows an astonishing lack of understanding of the nature of the Nato alliance, and incidentally no other member has adopted such a stance. The basis of the Nato treaty is in Article 5, which states that an attack on any one member shall be considered an attack on all members.

In other words, if any part of Nato in Europe or in N America is attacked, then we are all in it together. In that situation the Alliance is not going to tolerate a non-nuclear Britain having a veto on the possible use of nuclear weapons, if required for an effective defence of the Alliance as a whole.

If Britain tries to adopt that position the logical outcome is the expulsion of Britain from Nato (much to the delight of the hard left), or, perhaps more likely, the withdrawal of the US from the defence of Europe and the break up of an arrangement which has kept the peace in Europe for forty years. In any event, Mr Kinnock's policy is not compatible with Nato membership.

Mr Healey knows all this perfectly well, but prefers to bluster his way out of admitting it. Much more importantly, Mr Kinnock appears to neither know nor understand the basic facts of how Nato works. He tells us that he does not wish his country to die for him. If he has his way, it seems more likely that his country will die because of him.
Yours faithfully,
JAMES JUNGIOUS,
Trevorick Farm,
St Issey,
Wadebridge, Cornwall,
October 6.

From Mr Alan Dent
Sir, Your front page report (October 6) of Service chiefs' reaction to

the Labour Party's defence policy does not surprise. Service chiefs are where they are because they have accepted the theory of deterrence and can hardly be expected to engage in on-the-spot apostasy.

Dr John Gilbert, Labour's former Defence Minister, is a different matter, however. His notion that implementation of Labour's policy would leave us open to naked nuclear blackmail belongs in the "dungeons and dragons" school of international relations. It is only tenable if the Soviets are viewed as evil monsters devoid of conscience, unable to learn from events and incapable of anticipating the consequences of their actions.

Not even unreconstructed Bolsheviks can relish the prospect of hosts of Chernobyl-like clouds swirling over Europe. Dr Gilbert's perspective, that of imputing Russian bad faith in all possible circumstances is the very reason why an act of Western good faith is so necessary.

It may be clear to Dr Gilbert (and to the Service chiefs) that the West has no aggressive interest, but why should it be clear to the Russians? From their point of view, our nuclear weapons must look distinctly like a threat and past examples of American adventurism cannot provide much reassurance.

To suggest that, once no longer nuclear-armed, we would find the Russians demanding our submission on pain of nuclear attack is laughably infantile. It is the response of a mind locked into the single-track mode of thought (or non-thought) which sees the Russian bomb as bad and the Western bomb as good. Such a Manichean view is what the Labour Party's policy seeks to change; for the real threat to all our lives is not the Russians but the bomb itself.

As General Rogers put it only last week: "The menace we face in Europe is not the threat of war — the Soviets are just too smart for that." They are too smart for nuclear blackmail too. Peace and nuclear disarmament are in the interests of the strained Soviet economy. They want desperately to survive. So should we.
Yours,
ALAN DENT,
29 Connaught Road,
Broadgate,
Preston, Lancashire,
October 7.

Counting cost of enterprise

From Mr John Parfitt
Sir, In April this year the company I had worked for for nearly 17 years made me redundant. I mounted the bicycle prescribed for me by the chairman of my own party and obtained employment 150 miles away.

I have just finished paying the bills for my own enterprise. They include £560 in VAT on my solicitors', estate agents' and removers' bills, £1,250 stamp duty on the purchase of a new house and £255 for the Land Registry.

For this outlay of well over £2,000 the only palpable service I received was a map from the Land Registry which was so inaccurate that my solicitors are still trying to find out just what minute piece of Gloucestershire I actually own: there are no prizes for guessing who will pay for that.

Sympathy is not required: the handshakes were reasonably gold-plated and the house was not cheap, but even if it had been I should still have paid several hundred pounds for exactly nothing.

I do not mind mounting the bicycle, nor indeed paying for it. But being taxed on it is surely ridiculous!
Your obedient servant,
JOHN PARFITT,
South Gables,
Cotswold Mead,
Painswick, Gloucestershire,
October 2.

Choice of schools

From the Head Mistress of Queenswood School

Sir, Perhaps Amanda Atha and Sarah Drummond would have found it a salutary experience to have been in the staff common room on the morning their article, "Lock up your daughters to learn" (October 8), appeared in your paper. They would not have found "staffpower" lacking in this all-girls independent boarding school, where expectations are high and the staff, both male and female, are energetic and purposeful.

Married teachers involve themselves at weekends and in the evenings; furthermore the girls are staying on into the sixth form, not "bolting to Marlborough". The negative image portrayed in this article is misleading and unjust. Many girls' schools can boast excellent academic results, highly qualified staff, first-rate music and drama departments, quality sports facilities, information technology departments, engineering facilities, Duke of Edinburgh Award schemes, exploration societies and more.

The arbitrary remarks of these self-appointed "experts" cannot have failed to arouse indignation, particularly as there are many good schools they failed to visit where the quality of "loving care and dedicated teaching" is still very much in evidence.
Yours faithfully,
AUDREY M. B. BUTLER,
Head Mistress,
Queenswood School,
Shepherd's Way,
Brookmans Park,
Hatfield, Hertfordshire,
October 10.

From Mr Andrew Hooper
Sir, I have found your Good Schools Guide (October 6-10) of considerable interest: *innum in parvo*. Inevitably, I suppose, it leaves many questions unanswered. Why, for instance, the catch-phrase notion of a "top twenty"? On what basis(es)? And who are your writers?

What I find most irritating, however, are the occasional lapses into overused cliché. Particularly unworthy of you is the fatuity "bottom line". A, it isn't B, there is a word which says precisely what your writers mean: "fess". Perhaps you were able to dissuade them from replacing "head" with "top line".
Yours faithfully,
ANDREW HOOPER,
22 Greville Park Avenue,
Ashted, Surrey,
October 9.

From the Chairman of the British Clothing Industry Association Ltd
Sir, Woodrow Wyatt's article (October 4) is a timely reminder that unemployment is not the sole responsibility of government. We can all contribute to relieving it.

However, it is too simplistic to advocate buying British to the exclusion of all other goods. It is necessary to look at products from all sources, whether competitors in the Western world or from low-labour-cost countries and to examine them against standards of quality, design and price. It is only when goods manufactured in Britain match international standards that one can advocate their purchase.

What is required is for manufacturers and retailers in this country to work together to ensure that British goods are the best available so that they become the natural first choice of the consumer.

In the clothing industry we are only too well aware of imports and are constantly working to ensure that merchandise is sourced in this country rather than abroad, but such a policy only works when there is a firm intention on the part of the retailer to buy at home and a willingness on that of the manufacturer to produce goods which are better than those from overseas.

Yours faithfully,
N. F. SUSSMAN, Chairman,
British Clothing Industry Association, Ltd,
British Apparel Centre,
Swallow Place, W1,
October 8.

Nuclear safety

From Mr B. H. Parker
Sir, Your editorial on "Nuclear ambiguity" (October 2) is critical of the "hide of fear, understandably rising after Chernobyl". Quite so, but we should beware of mindlessly flooding the defence of nuclear power; that is equally a form of panic.

The accident at Chernobyl and the earlier one at Three Mile Island have convinced most people that reactors are less safe than hitherto claimed. The question is whether they are acceptably so. As a one-time reactor physicist, I have followed the events at Chernobyl and Three Mile Island with a great deal of interest. Despite Three Mile Island being only a near miss compared with the Russian accident, there are

important parallels to be drawn from them.

It appears that both reactor accidents arose through their operators carrying out unauthorised procedures which resulted in a rapid increase of power. In each case, although this would have been automatically brought under control had not safety protection been interfered with, the reactor designs allowing such interference.

We now have to ask whether the two accidents invalidate the safety studies that have been widely quoted to assure us that the risk of a "maximum credible accident" in this country is so small as to be discountable.
Yours sincerely,
BRIAN PARKER,
Britannia Royal Naval College,
Dartmouth, Devon.

Waiting lists

From Dr John Fry
Sir, The prominence given to the waiting times for admission to hospitals is welcome if it leads to improvements.

However, there is another waiting list that causes much anxiety and inconvenience to patients and their family doctors. That is waiting for an out-patient appointment to see a consultant.

The latest list of waiting times for our local hospital (Beckenham) is 30 weeks for ophthalmology, 10 to 13 weeks for ear, nose and throat, nine weeks for general surgery, nine weeks for orthopaedics and rheumatology, eight weeks for gynaecology, three to four weeks for mental health and one to five weeks for general medicine. (The different rates are for two consultants.)

It is embarrassing and wrong for a referring doctor to have to explain that the NHS appointment will be so long but the same consultant will be able to see the patient within a week or so.
Yours sincerely,
JOHN FRY,
138 Croynod Road,
Beckenham, Kent,
October 9.

Share deals muddle

From Mr P. Jefferson Smith
Sir, The article by your City Editor on October 6, entitled "VAT on share deals muddle", dealt with a ruling that we gave on the application of VAT law to dual capacity companies and described it as "an unexpected spanner in the City's preparations for the Big Bang".

The ruling was, in fact, given in June and it followed a meeting with the Stock Exchange in which the issues were aired at some length. All that happened last week was that the Stock Exchange sent us for agreement — which subject to some drafting amendments, we gave — a note for circulation to their members on the VAT implications of the "Big Bang".

Yours faithfully,
PETER JEFFERSON SMITH
(Commissioner),
VAT Administration),
Board Room,
HM Customs and Excise,
King's Beam House,
Mark Lane, EC3,
October 8.

Out of sight

From Mr S. A. Cotton
Sir, If we must wear name labels, let it be not on one label or the other (October 9) but, like a footballer's number, on the back. Then those of us who are short-sighted can examine it as closely as we wish without being rude, and in front reserve our attention for the stranger's face — always more interesting than his name.
Yours faithfully,
S. A. COTTON,
28 Sauncey Avenue,
Harpenden, Hertfordshire.

In common currency

From Mr Donald Upton
Sir, Symbols for major currency units placed before the figure were certainly used as long ago as republican Rome: HSXXX, 30 sesterces, representing about a month's wages in Judaea in AD 30.
Yours truly,
DONALD UPTON,
The Square,
Braughing, Hertfordshire,
October 4.

ON THIS DAY

OCTOBER 14 1899

All the week The Times had led its news columns with the heading "The Transvaal Crisis", but today the heading changed for the first time. According to our Military Correspondent the significance of the train's capture, the first overt act of war, lay in the cutting off of Mafeking from communication with the South. From now on Colonel Baden-Powell and his men were on their own. (See "On This Day", May 21, 1985.)

LATEST INTELLIGENCE

THE WAR

CAPTURE OF AN ARMOURD TRAIN

We have received the following from the War Office: —
"From the General Officer Commanding, Cape, to the Secretary of State for War.

"Cape Town, Oct. 13, 1.40 p.m.
"Armoured train from Mafeking escorted 2.7-pr. guns sent from here to Mafeking was attached last night at Krasipan, about 40 miles south of Mafeking. Apparently the rail had been removed and the train left the rails. Boers fired into it with artillery for half an hour and captured it. Communication by telegraph is interrupted with Mafeking at Krasipan. The women and children have been sent to Cape Town.

"The guns referred to belonged to the Colony and are light guns of an old pattern.
"We have no details as to casualties."

(From Our Special Correspondent.)

LOBATSI, Oct. 12.

I have just received a note from Mr. Nestling, by a runner, which says that the Boer commander arrested him yesterday as he openly rode up to the larger at Mafeking, about 40 miles south of Mafeking. He hopes they will release him to-day on the arrival of the chief commander Schwartz, and assures me that he is safe and kindly treated, though he is anxious for his release. This arrest looks very much like an act of war, and there is no reason for it, as their men are allowed in and out here freely. Feeling here is very strong on the subject.

(Through Reuter's Agency.)

MAFEKING, Oct. 12.

The Boers are reported to be moving restlessly in the vicinity of their laagers, but there is as yet no sign of their advancing across the border.

The searchlight at the fort is working across the Veldt. Three Boer spies have been arrested.

A man has arrived from Roodepoort who has been a prisoner in the hands of the Boers. He says that they are preparing to attack the town.

A number of traders at Zeerust, in the Transvaal, indented stock-keepers here for large supplies and quantities of ammunition, but the stock-keepers refused to execute the order on hearing that the supplies were intended for the Boer commissariat.

Large quantities of forage have been brought in. Miners from the coalfields have arrived bringing with them all their belongings. All the women and children remaining here have been ordered to take refuge in a larger two miles west of the town. A number of houses have been converted into hospitals. The Roman Catholic Bishop telegraphed to the superior of the convent here granting permission to the sisters to leave, but all have elected to stay and nurse the wounded. A number of ladies have also volunteered to remain and act as nurses. They have offered to provide delicacies for the sick.

"The Salvation Army women have left.
[A portion of the above appeared in our Second Edition of yesterday.]

CAPE TOWN, Oct. 11.
A Pretoria telegram states that Mr. Greene called upon the Government this morning on an errand in reference to Mr. Robertson, who is in gaol charged with high treason.

A private letter which has been received here from Johannesburg, referring to the German Corps, says that most of its members are burghers and have been obliged to serve. They requested permission to be formed into a separate corps. As for the other men, who were not burghers, they were to be destitute and glad to join the corps.

[A portion of the above appeared in our Second Edition of yesterday.]

BARKLY WEST, Oct. 12.
The town guard was mustered last night on instructions from Lieutenant-Colonel Keheewich, commandant of Kimberley, that the local force should be held in readiness to form a laager. It has been settled that in the event of the alarm being sounded all the women and children are to be removed for safety to the gaol. In accordance with this arrangement the guard, after being paraded, was marched off to the gaol, where sentries were posted and sandbags piled against the walls.

(Through Reuter's Agency.)

CAPE TOWN, Oct. 11.

A telegram from Vryburg states that British refugees from the Transvaal who have just arrived there declare that the Boers are very strong on the western borders, and that they propose marching upon Vryburg. The panic there is spreading and the passengers leaving by train tomorrow include the mayor.

To the point

From Mr J. F. Drysdale
Sir, Your correspondent's question (September 27) about TSB pins was surely rhetorical. My pins have been returned undisturbed, still embedded in my unsuccessful applications. I am now preparing an effigy of a bowler hat.
Yours faithfully,
JAMES F. DRYSDALE,
165 Glasgow Road,
Perth,
October 10.



COURT AND SOCIAL

COURT CIRCULAR

BUCKINGHAM PALACE
October 13: The Princess Anne, Mrs Mark Phillips, Chancellor of the University of London, this morning launched the "Science for Industry" fair at Imperial College of Science and Technology in celebration of the University's 150th Anniversary.

Princess Anne, President of the Save the Children Fund, will address the annual meeting of the fund at the Albert Hall on October 21.
The Princess of Wales will open the new Discovery and Sea Power, 1450-1700 gallery at the National Maritime Museum, Greenwich, on October 21.



Jack Holliday, aged 10, from Ashstead, Surrey, winner of the under-10 category in the Dyslexic Essayists Awards, autographing the hand yesterday of Debbie Greenwood, of BBC Breakfast Time, who presented the prizes.

Forthcoming marriages

Mr S.J.D. Schwartzstein and Miss C.G. Cohen
The engagement is announced between Stuart, son of the late Mr Frederick Schwartzstein and of Mrs Schwartzstein, of Fisher Place, Trenton, New Jersey, and Catherine, daughter of the Hon L.H.L. and Mrs Cohen, of Dovecot House, Swallowfield, Berkshire.

Archaeology
Kenya Muslim settlement is dated to AD 950

The earliest archaeological evidence for an African Muslim community south of the Sahara has just been found in East Africa. Foundations of a mosque have been excavated at the site of Shanga, near Lamu, Kenya, which is believed to date to around AD 950.
Shanga was a coastal trading settlement that supplied raw materials from the interior to merchants sailing the Indian Ocean. Monsoon winds enabled this maritime trade to link the sea coasts of East Africa to the Red Sea, the Persian Gulf, and India.

OBITUARY

BRIG G. L. PRENDERGAST Unorthodox warfare

Brigadier Guy Lenox Prendergast, DSO, who died on October 6, at the age of 81, was commander of the Long Range Desert Group in the Western Desert.
Guy Lenox Prendergast was born at Windsor on July 8, 1905, the son of a soldier. After five years at the Ordinary School, he was commissioned into the Royal Tank Corps in 1925.
He was posted two years later to an armoured car company in the Sudan Defence Force where his interest in desert travel flourished and he learnt to fly. It became a hobby, and he bought himself two single-engine aircraft, flying on many exploratory trips over thousands of miles of desert in Egypt and the Sudan.

MR WILLIAM POWELL

Mr William Powell, chief United Nations spokesman for secretary generals U Thant and Kurt Waldheim, has died at the age of 69.
Born in Antwerp, New York, he was educated at American University, Washington, and Pennsylvania University, from which he received his DPhil and where he taught English from 1939 to 1942.
He was commissioned in the US Navy and served with amphibious forces in North Africa and Europe before assignment to the staff of the commander of US Naval Forces in Europe.
In October, 1945, he was seconded to the commission charged with preparing the first UN General Assembly, held at Church House, Westminster. He joined the permanent UN staff the following year, and from 1953 to 1959 was the organization's press representative in London.
He served in a number of senior posts in New York, rising to be director of press and publications in the department of public information.
Recently, in retirement, he served as head of information for the UN Association of the United States.
He is survived by his wife, Doreen, and their two sons.

DR IAN HODGSON

Dr Ian Hodgson, who died on September 16, at the age of 57, combined a varied teaching career with his special interests as an archaeologist.
Graduating from King's College, Newcastle upon Tyne, then part of the University of Durham, he taught at several schools in the north-east of England before going to Dundee to lecture in applied science at Duncan of Jordanstone College of Art.
When, in 1958, a Roman well was discovered in Newcastle, he collected the animal bones the archaeologists left behind. His studies of these expanded into a thesis on the faunal remains from various Roman and native sites in northern England.
During the early 1970s he published a series of reports on animal remains from sites, among them The Animals of Vindolanda (1976) and the more detailed Vindolanda II (1977).
After moving to Dundee he involved himself with collections of medieval animal remains found on excavations in Scottish burghs. His studies of the economic and legal status of the burghs, in relation to the archaeological evidence, was of special importance.
He never married.

Science report

Bird fossil may be missing link

The discovery of a bird 75 million years older than Archaeopteryx, hitherto the earliest known avian fossil, could cause a significant revision of theories on how flight developed on earth.
Dr Sankar Chatterjee, of Texas Tech University, will next month present to a meeting of the society of vertebrate paleontology details of the find, which indicates that modern birds developed in parallel with flying lizards and dinosaurs rather than evolving from them.
The creature, Protoavis, was discovered in 1984 in a mudstone quarry near the town of Post in Texas. But only recently has investigation shown the fossilized bones to be those of an early bird and not of a small dinosaur.
Dr Chatterjee said: "We found two skeletons, a baby and an adult which was about the size of a crow. It shares many of the characteristics of Archaeopteryx but in some areas it is significantly closer to a modern bird.
"It has a wishbone and a well-developed sternum, which indicates the powerful muscles needed for flying and it has a long coracoid bone, like modern birds and unlike Archaeopteryx."
For some time many scientists have expressed surprise at the small gap between the period of Archaeopteryx

Marriages

Dr J.P. Caris and Miss J.A. Lane
The marriage took place on Friday, October 10, 1986, at St. Stephen, between Dr John Philip Caris, of Leighton-on-Sea, Essex, and Miss Julia Ann Lane, daughter of Mrs Kathleen Lane and the late Mr Dennis Lane, of Bexley.

Dinners

The Lord Mayor, accompanied by the Sheriffs, and the Archbishop of Canterbury attended the St. George's past president's centenary dinner given by the Rev Michael Bourne, president, and the court of governors last night at the college.
The president, the Lord Mayor, the Archbishop of Canterbury, Canon Richard Tydeman, and Mr George Grover were the speakers. The guests included the Bishop of Stepney, the Dean of St Paul's, Mr Peter Boltomley, MP, and the Masters of the Lincolners and Feltonians' Companies.

Meetings

The Launderers' Company held a dinner at Launderers' Hall last night. Mr Derek L. Hirst, Master, presided, assisted by Mr William H. Davidson and Mr John C.H. Baker. Mr Geoffrey W. Rowley, Town Clerk of the City of London, Captain R.D.F. Cruikshank, Master of the Master Mariners' Company, and Mr Oswald E. Longshaw also spoke.

Latest wills

Sir Henry John Clayton, of London SW3, Chief Justice of the Federation of Rhodesia and Nyasaland, 1960-64, left estate in the United Kingdom valued at £204,078 net.
Mr Norman Stuart Heaps, of Prescott, Merseyside, left £168,925 net.
Sir Iain Johnstone MacBeth, of London NW1, British Ambassador to the Soviet Union, 1982-85, left £155,604 net.

Appointments

Mr Jonathan van der Werff and Mr Timothy Lawrence to be circuit judges assigned to the South-Eastern Circuit. Mr Thomas Gordon Frederick Atkinson to be a circuit judge assigned to the North-eastern Circuit.
Miss Dorothy Quick to be a metropolitan stipendiary magistrate from today. Mr Nicholas Crichton to be a metropolitan stipendiary magistrate.
Mr G.J. Fuller, head of a division in the Department of the Environment's planning and land use directorate, to be seconded from the department from November as secretary to the Royal Commission on Environmental Pollution in succession to Mr T.E. Radice.

Tussle for bridge lead

Mrs D. Williams and Miss J. Spence were clear winners of the British Bridge League trials held over two weekends at the Grand Hotel, Birmingham.
They were lying 9 1/2 victory points behind Mrs K. Bette and Mrs L. Shaw after the first session and had to play them in the first match of the second weekend, when they won by 16-4 to reverse the standing.
Mrs E. Pencharz and her Welsh partner, Mrs Jill Casey, finished second and Mrs Bette and Mrs Shaw third.

Advertisement for Nefax featuring a fax machine and text: "Nefax the details to our branches today and we'll beat the competition hands down...". Includes contact information for Smith & Wells Ltd.

Advertisement for NEC featuring a fax machine and text: "Nefax. What could it do for your business?". Includes promotional text and contact information for NEC Business Systems.

Miners' union numbers dwindle

By Tim Jones

For the first time in 50 years, the once mighty National Union of Mineworkers, the "storm trooper" of the union movement, is sliding towards the position where it will no longer command an seat on the central policy making body of the TUC.

Faced with crippling debts, an accumulating £250,000 overdraft, the problems that face Mr Arthur Scargill, president, and his national executive committee are compounded with the announcements that British Coal intends to close three pits which employ 1,805 miners.

The three pits, Timanstone, in Kent, and Nantgarw and Cwm, in South Wales, are all deep in militant Scargill territory.

The job losses push the membership of the beleaguered president's union perilously close to the 100,000 mark, below which he can no longer have the right for automatic TUC selection.

Now, because of pit closures, the formation of the breakaway Union of Democratic Mineworkers, and generous redundancy terms, Mr Scargill may be the last NUM member who can claim a seat on the TUC inner sanctum.

British Coal figures show it employs 126,000 mineworkers, the UDM claims at least 30,000, reducing the NUM to below the magic 100,000.



PC Matt Flinder talks to the children of Moulsecoomb Infants School yesterday on the danger of talking to strangers (Photograph: Tim Bishop).

Awful disquiet invades a Brighton estate

Continued from page 1

polite and impossibly good little girls in fairy tales.

But not any more. For now a stranger with sweets had passed through their streets. Suddenly their state, their school, their very street was famous.

PC Eric Mackintosh, the children's Uncle Mac, well remembers when Moulsecoomb children were

harder to handle. "Five years ago you could walk into even a junior school here and get kicked on the ankle because of your job. It has taken a lot of solid police work to get even the kids to listen. But with all talking on this hard estate today - it's not an estate, it's become one family."

It is a family often incoherent with rage. In the Hiker's Rest dealer Ken Parker waved a tattered sheet on which

residents and businessmen had already pledged close to £10,000 to a reward fund.

"The money is going to be ready to go to the person who points this bastard out. We give money because it's all we can do. Someone knows him. Money talks and money makes people speak out. Suspicion, one family against another, is already tearing the place apart."

All about him were nods of

approval. The corrosive impotence of men made passive by unemployment and unrewarding jobs who have now a cause for real rage and no one yet identified on whom to vent it. And in their wilder talk of lynching was that this wearying recognition that this was unreal too. That the stranger with sweets whom they pray will turn out to be a stranger and not a neighbour, nor a friend or a son, will be

taken by painstaking police work and absurdly polite police officers.

Somewhere on quiet estates of police homes along the Downs there are at least 58 officers who went to bed last night asking themselves "was there anything, anything more I should have said?" Like PC Mac they wonder how do you get it across to innocents that "Strangers with sweets don't have green faces or fangs."

Thatcher backs Reagan stand on Star Wars

Continued from page 1

failure.

What was surprising, he said, was that the two leaders had got so far. Important details had been discussed and serious proposals had emerged. There was now an "absolute determination" to build on these "substantive ideas" and to keep the momentum going.

"The prize in sight is very great indeed, but the detail is very difficult," he said.

Mr Neil Kinnock, leader of the Labour Party, said the Star Wars concept was "flawed militarily, strategically, politically and scientifically" and that "it must not be the chain which binds the world to the huge costs and dangers of current or increasing nuclear arms build-up."

broidered portrait of herself, a bronze replica of a chariot from the Terracotta Army at Xian and a drawing of a giant panda.

Among the guests presented to her last night was Mr Deng Pufang, son of the Chinese leader Mr Deng Xiaoping, whom she will meet today. Mr Deng Junior is confined to a wheelchair after being thrown out of a window at Peking University by Red Guards during the cultural revolution.

Earlier in the day the Queen attended her official ceremony of welcome in Tiananmen, the world's largest square, from which the curious public was barred while she listened to the National Anthem, inspected a guard of honour, and watched a group of school-children dance and sing the

Eyes of a dragon fit for the Queen

Continued from page 1

country by the Prince and Princess of Wales.

It was largely a day of sightseeing for the Queen. She walked through the Forbidden City, from the Gate of Supreme Harmony to the Gate of Heavenly Purity, dressed in a brilliant red coat the colour of Chinese lacquer. Passers-by flocked to see her, smiled broadly, took her picture, and awarded her polite ripples of applause.

But some of them had no idea what it was all about. An old unshaven man outside the Hall of Complete Harmony buttonholed a British television cameraman in the manner of the Ancient Mariner. "Who," he asked in halting but insistent English, "is that woman in the red coat?"

welcome song, "the beautiful flowers of friendship blossom".

The square was decorated with a billowing sea of red flags, and a handful of Union Jacks. A crowd had gathered in the main boulevard beyond the square in the hope of catching a glimpse of the Queen's 28-car motorcade.

She entered the Great Hall of the People to talk to President Li in a reception room deep among a labyrinth of vast, empty and echoing marble corridors.

The Queen sat nervously on the edge of her seat listening to the interpreter and fumbling in her handbag for her glasses, while Mr Li sprawled in his armchair, sipped tea, laughed and talked of Churchill and a possible future visit to his

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For the third time in less than a month the British expedition to the unclimbed North-East Ridge was forced to retreat before an approaching storm that brought down the entire mountain wall across their route.

The last storm confined the climbers in their tents for 50 hours. It dumped nearly four feet of fresh snow on their route, buried their painstakingly fixed ropes and filled in their tracks along the ridge.

Mr Brummie Stokes, the leader of the Selknam Harris Mount Everest 1986 Expedition, said: "It puts us back to where we were nearly a month ago. We can only hope that high winds will strip away this new fall and allow us to move faster along the ridge, otherwise it will be

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Letter from Everest

Climbers unlucky for the third time

When it came, the avalanche thundered from the North-East Ridge of Mount Everest. A block of snow a mile long and 3,000ft high broke free with a violent crack and slid into the east Rongbuk glacier, stampeding across it with high clouds of snow and a low tongue of devouring ice.

The shock wave collided with the Wall of Changtse more than a mile away on the opposite side of the semi-circle of mountains, triggering smaller avalanches around the North Col.

The 18 British climbers attempting the ridge had already withdrawn to the safety of advance base an hour earlier, anticipating an onslaught from the unstable snow. They have between them about 400 years experience of belligerent mountains.

The high camp on the tip of the east Rongbuk Moraine, the traditional launching point for attempts on Everest from the north, proved once again to be safe from the reach of the avalanche although the small huddle of tents were lashed by the spindrift.

Earlier, the lead climbers, fixing ropes along the lip of the ridge where the cornices of wind-blown snow overhang the Kangshung face of Everest, felt the deep, fresh layers become more unstable.

Mr Peter Long, a mountain guide and roofing contractor from Edinburgh, said: "The under surface cracked and felt very unstable. I looked round and wished just at that moment I was somewhere else. I was really quite afraid."

For the third time in less than a month the British expedition to the unclimbed North-East Ridge was forced to retreat before an approaching storm that brought down the entire mountain wall across their route.

The last storm confined the climbers in their tents for 50 hours. It dumped nearly four feet of fresh snow on their route, buried their painstakingly fixed ropes and filled in their tracks along the ridge.

Mr Brummie Stokes, the leader of the Selknam Harris Mount Everest 1986 Expedition, said: "It puts us back to where we were nearly a month ago. We can only hope that high winds will strip away this new fall and allow us to move faster along the ridge, otherwise it will be

another soul-destrating trudge through waist-deep snow."

Even so, the North-East Ridge of Everest is a fine objective. Soaring like a huge blade in a straight line from the glacier to the summit. Two expeditions, both British, tried unsuccessfully to climb it and two of Britain's best mountaineers, Mr Peter Boardman and Mr Joe Tasker, died on the pinnacles, spires of ice-covered rock that rise just before the junction of the north and north-east ridges.

The present expedition has reached a high point of 25,500 feet, just short of the site of its third camp which will be the launch point for the assault on the pinnacles.

Mr Joe Brown, a British mountaineer, said that everything would depend on the condition of the snow and using oxygen sets.

The climbers have now lifted enough food, climbing gear and oxygen cylinders onto the ridge to sustain a summit bid once a bridgehead has been established beyond the pinnacles.

What they desperately need are a few calm days free of soft snow in the two weeks remaining before the yaks and lorries are due to arrive to clear the mountain and before the Himalayan winter descends with temperatures and wind strengths that make mountaineering impossible.

But in that wizard's kitchen that determines the weather on Everest, nothing is certain. Traditionally there is a spell of good conditions, lasting no more than two weeks, after the monsoon has finished and before the winter clamps down.

But instead the climbers have endured three severe storms that forced retreat and covered Everest with more than eight feet of fresh snow in one month.

Winter is creeping into base camp with a vengeance, covering the moraine with fresh snow and turning the river to ice.

Morale remains good on the mountain, but the climbers have now spent more than two months working hard at high altitude which has reduced many of them to slim versions of their former selves.

On Friday six climbers returned to the ridge to set up camp aware, that both time and strength are running out.

Ronald Faux

Today's events

- Royal engagements: Queen Elizabeth the Queen Mother visits Burns and Harris Printing Works, Dundee, 3.30. The Prince and Princess of Wales attend a dinner given by the Variety Club of Great Britain, the Dorchester Hotel, 7.50.
- Princess Anou, President, the Riding for the Disabled Association visits the Havering Group, Havering Park School, Havering, London, 2. and later, as President, the Missions to Seamen, attends a concert at St John's, Smith Square, 6.55.
- Princess Margaret, President, the National Society for the Prevention of Cruelty to Children, attends a ball organized by American Medical International Hospitals, Grosvenor House, Park Lane, 7.55.
- The Duke of Gloucester, President, the British Consultants Bureau, attends the annual dinner of the European Committee of Consultancy Firms, Stationers' Hall, EC4, 7.40.
- The Duke of Kent visits the Royal Naval Engineering College, Manadon, Plymouth, 11.25; and later visits HM Naval Base, Devonport, 3.30.

The Times Crossword Puzzle No 17,176

1	2	3	4	5	6	7	8	9	10
11	12	13	14	15	16	17	18	19	20
21	22	23	24	25	26	27	28	29	30
31	32	33	34	35	36	37	38	39	40
41	42	43	44	45	46	47	48	49	50

- ACROSS
- 1 Desire to share to purification (10).
 - 6 Call for time (4).
 - 9 Left out in the open? (10).
 - 10 Betray disappointment (4).
 - 12 Not like 9 to argue moderately (6,6).
 - 15 Supposing I start to mix a double gin? (9).
 - 17 There's a small quantity as soon as the German boat comes in (5).
 - 18 Ringing sound from insect buzzing about round wife (5).
 - 19 Tickle from a bird - a small church, perhaps (9).
 - 20 On sin, church of England canon conceals lack of agreement (12).
 - 24 He universal fool (4).
 - 25 One may catch you out in exchange (10).
 - 26 Three points about love are sufficient for a poet (4).
 - 27 Don't use so much salt, the climate being stable (10).
- DOWN
- 1 Nothing in an old King that's flashy (4).
 - 2 Difficult situation, upsetting for feeble people (8).
 - 3 On which one carries the can (9,3).
 - 4 Jog hard, in faith (5).
 - 5 Close admission to public from one day to the next (9).
 - 7 Use Nile in a version of Demeter's annual celebrations (10).
 - 8 Swung the lead when clever chap put off departure (10).
 - 11 Reminiscence concerning the Wallace affair (12).
 - 13 Hell - protection money to dish out (10).
 - 14 Charon's aim could be a drink of cherries (10).
 - 16 Usher in institute (9).
 - 21 Shilling off tax, leaving copers (5).
 - 22 Bail for line on river (4).
 - 23 Places for several games (4).

Solution to Puzzle No 17,175

S	P	R	E	A	R	C	H	I	E
A	B	O	U	N	D	E	R	E	
G	O	U	N	D	E	R	E		
H	O	M	E	R	E	R	E		
S	H	O	R	E	S	S	S		
S	H	O	R	E	S	S	S		
S	H	O	R	E	S	S	S		
S	H	O	R	E	S	S	S		
S	H	O	R	E	S	S	S		
S	H	O	R	E	S	S	S		

Concise Crossword page 12

TV top ten

- National top ten television programmes in the week ending October 5:
- 1 EastEnders (Tue/Sat) 22.30m
 - 2 EastEnders (Thu/Sat) 21.30m
 - 3 Only Fools and Horses 18.00m
 - 4 Open All Hours 18.00m
 - 5 The Kenny Rogers Show 12.00m
 - 6 The Kenny Rogers Show 11.45m
 - 7 The Kenny Rogers Show 11.30m
 - 8 The Kenny Rogers Show 11.15m
 - 9 The Kenny Rogers Show 11.00m
 - 10 The Kenny Rogers Show 10.45m
 - 11 The Kenny Rogers Show 10.30m
 - 12 The Kenny Rogers Show 10.15m
 - 13 The Kenny Rogers Show 10.00m
 - 14 The Kenny Rogers Show 9.45m
 - 15 The Kenny Rogers Show 9.30m
 - 16 The Kenny Rogers Show 9.15m

Exhibitions in progress

- Scunthorpe 50 Years a Borough: Scunthorpe Museum & Art Gallery, Oswald Road; Mon to Sat 10 to 5, Sun 2 to 5 (end Oct 31).
- Five Years with 'The Face': Dale Ho; sporting paintings from North-east collections; Aberdeen Art Gallery, Schoolhill; Mon to Sat 10 to 5, Thurs 10 to 8, Sun 2 to 5 (end Nov 10).
- Concert by Queen Elizabeth's Hospital Pupils; St George's Brandon Hill, Bristol, 7.30.
- Organ recital by Peter Wright, Bristol Cathedral, 1.15.
- Concert by Northern Chamber Orchestra; Municipal Hall, Albert Road, Colne, 7.30.
- St Alban's Festival, Birmingham; Organ recital by James Lancelot, 1.10; Concert by Fine Arts Brass Ensemble & Church of St Alban, St Albans, Birmingham.
- Concert by Lübeck Boys' Choir, Cathedral and Abbey Church of St Alban, St Albans, Herts, 7.45.
- Concert by the Scottish National Orchestra; Music Hall, Aberdeen, 7.30.

Talks, lectures

- E.W. Godwin and the Aesthetic Movement, by Miss Elizabeth Aslin; Wills Memorial Building, Bristol University, 5.15.
- Chemistry is Fun, by Dr. J.H. Holloway and Dr. J.B. Raynor; Railway Lecture Theatre, Leicester University, 4.15.
- In the Footsteps of Scott, Antarctic Expedition 1946/47, by Robert Swan; Victoria Hall, Cambridge-over-Sands, Cumbria, 7.15.
- General
- Book Fair; St Martin's-Cum-Gregory Church, Micklegate, York, today until Sat 10.30 to 5.30.
- Cheltenham Festival of Literature: The Fiction Magazine-birth and growth, by Judy Cooke, 11; Poetry today, Wendy Cole and Oliver Reynolds, 12.30; Michael Meyer on Theben today, 2.30; Everyman Theatre, Cheltenham, Gio.

Anniversaries

- Births: James II (reigned 1685-88), London, 1633; William Penn, Quaker, founder of Commonwealth of Pennsylvania, London, 1644; Eamon de Valera, President of the Republic of Ireland 1959-73, New York, 1882; Dwight Eisenhower, 34th President (1953-61) of the USA, Denison, Texas, 1890.
- Deaths: Dame Edith Evans, Cranbrook, Kent, 1976; Bing Crosby, near Madrid, 1977.

Roads

- The Midlands: M1: Contraflow between junctions 27 and 28 (Heanor and Mansfield); allow for delays. M3: Contraflow between junctions 22 and 23 (A50 and Loughborough); A449: Contraflow at Harlebury, between Worcester and Kidderminster.
- The North: A1: Restrictions at Cassop Grange Bridge, Co Durham; delays possible. M53: Repairs at Bidston Moss viaduct between junctions 1 and 2 on Merseyside. A19: Reconstruction work on bypass on delays.
- Scotland: A8: Resurfacing work in Haymarket Terrace, Edinburgh; city-bound congestion likely. A76: Resurfacing E of Crockettford, Kirkcubright; allow extra time for journey.
- A74: Two way traffic shares southbound carriageway near Lockbie on Carlisle to Glasgow road.

The pound

Australia \$	2.25	Bank	2.25
Canada \$	2.25	Bank	2.25
Denmark kr	16.50	Bank	16.50
France F	6.55	Bank	6.55
Germany DM	2.36	Bank	2.36
Italy Lira	203.00	Bank	203.00
Netherlands Gld	3.60	Bank	3.60
Spain Ptas	166.67	Bank	166.67
Switzerland Fr	2.00	Bank	2.00
USA \$	1.53	Bank	1.53
Yugoslavia Dinar	70.00	Bank	70.00

Best wines

- In a blind tasting of 52 German and Alsace Riesling wines the highest mark went to: Winkler Honigberg Riesling Kabinett 1983, Hans Krayer, sold by H. Allen Smith (01-637 0387), £4.10.
- Second, and with the highest mark for Alsace, was Sainsbury's Alsace Riesling 1983, Beauvillir Co-operative, J. Sainsbury (01-921 6000), £2.99.
- Also recommended as excellent value were:
- Riesling Ctes St. Landelin 1983, A & O Mure, Westover Wines Company (04862-5066), £887.46, £6.90; Elvillier Sonnenberg Riesling Kabinett 1983, Jacob Fischer Erben, O.W. Loeb (01-928 7750), £5.62; Ockfener Gelsberg Riesling Kabinett 1983, Friedrich Wilhelm-Gymnasium, Victoria Wine Company (04862-5066), £4.75; Serringer Antonzellberg Riesling Kabinett 1983, Bert Simon, Unwins (0322-72711), £6.95.
- Source: Wine, October 1986.

Parliament today

- Lords [2.30]: Financial Services Bill, report stage.

Weather forecast

Troughs of low pressure over the NW will move SE through the UK except SE England during the day.

6 am to midnight

London, SE, central S, E, SW, coastal, inland: mainly dry, bright or sunny intervals developing; wind SW light to moderate; max temp 16C (61F).

Wales, NW, NE, England, Lake District: bright, occasional rain or drizzle, becoming mainly dry later, bright or sunny intervals developing; wind SW light to moderate; max temp 16C (61F).

East of Man, SW Scotland, Glasgow, Central Highlands: rather cloudy, occasional rain, becoming mainly dry with sunny intervals; wind S becoming moderate or fresh; max temp 14C (57F).

Borders, Edinburgh, Dundee, Aberdeen, Moray Firth: A little rain at first, becoming mainly dry, bright or sunny intervals developing; wind S becoming SW moderate or fresh; max temp 15C (59F).

West of Man, Orkney, Shetland: Occasional rain, becoming brighter with showers; wind S moderate becoming SW fresh or strong; max temp 12C (54F).

Argyll, NW Scotland, Northern Ireland: Occasional rain at first, soon becoming brighter with showers; wind S becoming moderate or fresh; max temp 14C (57F).

Outlook for tomorrow and Thursday: Mainly dry in the S with overnight fog; rather cloudy in the N with some rain or showers; NE normal temperatures.

High Tides

Location	Time	HT	FT
London Bridge	11.52	6.2	12.05
Aberdeen	11.52	6.2	12.05
Aberystwyth	5.21	10.7	5.81
Belfast	9.36	3.1	6.44
Cardiff	5.06	10.0	5.06
Cardigan	4.18	4.6	2.91
Dorchester	8.50	4.5	10.29
Edinburgh	3.43	4.4	4.01
Glasgow	11.29	4.1	11.41
Hull	4.21	3.5	10.29
Holyhead	9.01	4.8	9.06
London C	11.52	6.2	12.05
London D	11.52	6.2	12.05
London E	11.52	6.2	12.05
London F	11.52	6.2	12.05
London G	11.52	6.2	12.05
London H	11.52	6.2	12.05
London I	11.52	6.2	12.05
London J	11.52	6.2	12.05
London K	11.52	6.2	12.05
London L	11.52	6.2	12.05
London M	11.52	6.2	12.05
London N	11.52	6.2	12.05
London O	11.52	6.2	12.05
London P	11.52	6.2	12.05
London Q	11.52	6.2	12.05
London R	11.52	6.2	12.05
London S	11.52	6.2	12.05
London T	11.52	6.2	12.05
London U	11.52	6.2	12.05
London V	11.52	6.2	12.05
London W	11.52	6.2	12.05
London X	11.52	6.2	12.05
London Y	11.52	6.2	12.05
London Z	11.52	6.2	12.05

Around Britain

Location	Time	HT	FT
Scarborough	7.2	1.4	5.7
Stratford	1.4	1.4	5.7
Cardiff	5.06	10.0	5.06
Cardigan	4.18	4.6	2.91
Dorchester	8.50	4.5	10.29
Edinburgh	3.43	4.4	4.01
Glasgow	11.29	4.1	11.41
Hull	4.21	3.5	10.29
Holyhead	9.01	4.8	9.06
London C	11.52	6.2	12.05
London D	11.52	6.2	12.05
London E	11.52	6.2	12.05
London F	11.52	6.2	12.05

Executive Editor Kenneth Fleet

STOCK MARKET

FT 30 Share 1275.4 (+10.0)
 FT-SE 100 1612.3 (+12.9)
 Bargains 34156
 USM (Datastream) 123.56 (+0.18)

THE POUND

US Dollar 1.4340 (+0.0005)
 W German mark 2.8372 (-0.0090)
 Trade-weighted 67.5 (-0.1)

Close Bros acquisition

Close Brothers, the merchant bank and investment group, added to its portfolio of specialized financial businesses yesterday by acquiring Air and General Finance, a company involved in the financing of medium-sized aircraft.

The initial consideration is £3.3 million in cash but two further payments in the form of loan notes amounting to £550,000 each will be made on the condition that profits of £540,000 and £768,000 are made for the years ending July 1987 and July 1988. On this basis the exit p/e ratio is between 8 and 10 times.

Mr Roderick Kent, managing director of Close Brothers, said yesterday: "We have known the company for some time as its owner, Mr Victor Cannock, is one of our banking clients. It fulfils the criteria we set down for acquisitions."

Bryant issue

Bryant Holdings, the house-building, property and contracting company, is to raise £17.4 million by way of a one-for-four rights issue. Pre-tax profits for the year to May 31 were up 15.8 per cent to £13.5 million on turnover up 10.5 per cent to £157 million. The dividend was raised 12 per cent to 3.7p per share.

Temps, page 25

Low buys

Low & Bonar has acquired 50 per cent of the shares in the German company, Rhein-Conti, and its French subsidiary, Anisa, both moulding companies, for £1.7 million. There is an option to acquire the outstanding shares.

Issue success

The Interlink Express share issue was subscribed 2.75 times. Applications for 200 shares were allotted in full, and the allocation scales down to 35 per cent for more than 1,000 shares. There is a maximum allocation of 190,000 shares.

Printer sold

Bestwood has exchanged contracts, subject to shareholders' approval, for the sale of its printing subsidiary John Brown Printers to a consortium led by its managing director, Mr Jack Bakewell, for £170,000 plus £230,000 to fund repayment of inter-company loans.

Offer talks

Sandhurst Marketing is in talks which may lead to an offer being made for the company's share capital.

Co News	22	Stock Market	25
Telefax	23	Temps	25
Wall Street	24	Unit Traders	26
Money Markets	24	Commodities	26
Foreign Exch	24	USM Prices	25
Traded Ops	24	Share Prices	27

MARKET SUMMARY

STOCK MARKETS

New York Dow Jones 1794.85 (+1.68)
 Tokyo Nikkei Dow 17338.73 (-311.50)
 Hong Kong Hang Seng 274.4 (-2.8)
 Amsterdam Gen 1339.3 (+8.0)
 Sydney AO 1977.7 (-26.5)
 Frankfurt Commerzbank 1977.7 (-26.5)
 Brussels Bank Base 3792.72 (-17.49)
 Paris CAC 398.7 (+1.6)
 Zurich SKA General n/a
 London closing prices Page 27

INTEREST RATES

London: Bank Base: 10%
 3-month Interbank 10 1/8-10 1/16%
 3-month eligible bills: 10 1/8-10 1/16%
 buying rate
 US: Prime Rate 7 1/4%
 Federal banks closed
 Prices are unevaluable

CURRENCIES

London: £: 4340
 S: DM2.8372
 S: SwFr2.2138
 S: FF9.2867
 S: Yen21.12
 S: Indus97.5
 ECU 20.73752

New York: \$: £1.4325
 S: DM1.9785
 S: SwFr1.6135
 S: FF6.4325
 S: Yen154.25
 S: Indus109.0

Industrial costs leap because of slide in pound

By David Smith, Economics Correspondent

The slide in the pound pushed industry's costs sharply higher last month. Manufacturing industry's raw material and fuel costs jumped by 1.7 per cent. But there was good news for the Government on prices at the factory gate. In the 12 months to September, producer output prices rose by 4.4 per cent, the slowest pace since 1972. The 12-month rises for the previous three months have been revised downwards - to show 4.4 per cent rises.

The strong rise in industry's costs last month was a direct result of the pound's weakness. It fell by 0.9 per cent against the dollar last month, after a 1.5 per cent drop in August.

The sterling index fell by 3.6 per cent in August and by 1.4 per cent in September. Since then sterling's fall has accelerated although yesterday currencies were generally steady with the US markets quiet because of the Columbus Day holiday.

The pound was steady yesterday at \$1.4340, but it dropped by 1.4 pence to DM2.8372 - near its record low. The sterling index slipped from 67.6 at the close on Friday to 67.5.

The money markets in London were subdued in advance of the Chancellor's speech at the Mansion House on Thursday. The three-month inter-bank rate closed at 10 1/8 per cent.

The 1.7 per cent rise in industry's raw material and fuel costs last month followed a 0.7 per cent rise, on unadjusted figures, in August. In both cases sterling's fall was the dominant factor.

A firming of commodity prices, including petroleum products, also contributed to the increase in costs.

The Government is unlikely to be over-concerned at this stage about the rise in industry's costs. As a result of the earlier sharp fall in oil prices, the index of industry's costs last month was still 7.4 per cent down on the corresponding month. In August costs were 9 per cent lower than a year earlier.

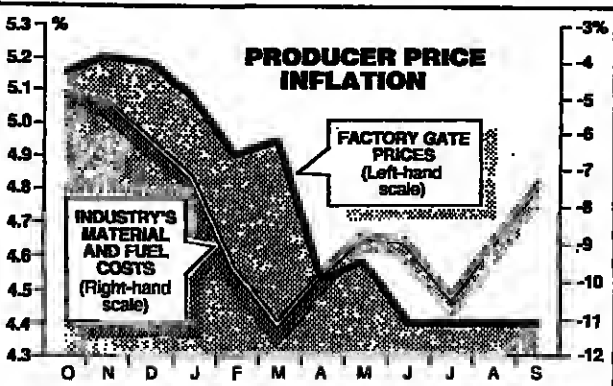
However, the initial benefits of lower oil prices will now begin to pass through the recorded inflation indices. In March, for example, industry's costs were 11.1 per cent lower than a year earlier. Industry's output prices rose by 0.3 per cent last month, after a 0.2 per cent rise in August and a 0.1 per cent increase in July.

Thus, although the 12-month rate of output inflation, 4.4 per cent, was encouraging, there are indications that prices are edging upwards.

Retail price figures, due on Friday, are expected to show an uptick in the inflation rate from 2.4 per cent in August to about 3 per cent last month.

In Paris the French Government gave a warning about an uptick in inflation, with the September retail price index, due to be published on Monday, officially expected to have shown a rise of between 0.3 and 0.4 per cent compared with the 0.1 per cent increase in August.

In Germany the Federal Statistics Office announced a 0.6 per cent rise in wholesale prices for last month, the first monthly increase since November. Prices were still 8.1 per cent lower than a year earlier.



Mr John Hall, Geordie builder and centre's originator

£200m shopping landmark opens

The Metro Centre, the £200 million out-of-town retail and leisure development near Newcastle upon Tyne, which when complete is expected to rate among the top 10 in the world, with more than 200 shops, was opened yesterday by Mr Nicholas Ridley, Secretary of State for the Environment.

Two more phases are still to come, the first adding a further 90 shops and some leisure developments while the other will bring hotels, a water sports lake and a do it yourself shopping complex.

Metro Centre, half as big again as the Milton Keynes shopping mall, includes the first out-of-town stores for two of Britain's biggest retailers, the House of Fraser department store group and Marks and Spencer.

The Marks store, with 94,000 sq ft, is at one end of the half mile-long mall, at the other is a Carrefour hypermarket.

The pivotal store is the House of Fraser outlet built at a cost of £11 million on two floors featuring extra wide walkways and elaborate ceiling detail and lighting. There are two restaurants and a supervised activity centre for children.

And it is the first store in the group to trade as House of Fraser and this style will now be echoed progressively through the chain.

It is the first British commission for the New York designer, Mr Andre Ruehlan, who has aimed to bring a flavour of Macy's and Bloomingdale's to Britain.

The next store to open after getting the new treatment will be the Barkers of Kensington store in London, where refurbishment is costing £10 million.

Arnotts in Glasgow is being refurbished at a cost of £6 million and will be among the earlier revamps to be completed.

At yesterday's Metro Centre opening Mr Brian Walsh, chief executive of the House of Fraser, said: "The store reflects all that is good for the customer, the merchandise is easily seen, colourful and logically laid out and the whole ambience reflects pleasant shopping."

He paid tribute to the vision of Mr John Hall of Cameron Hall Developments, the developers, in creating the Metro Centre.

Mr Hall is a Geordie builder and says the Metro Centre, built on 100 acres of former British Coal land south of the Tyne, has been designed by North East people for North East people.

He has more, but not quite so large, developments planned for Middlesbrough, Exeter and the Midlands.

City throws out £150m scheme for Spitalfields

By Judith Huntley, Commercial Property Correspondent

The City of London Corporation, owner of the Spitalfields Market on the east side of the Square Mile, has rejected the £150 million offer by the Spitalfields Development Group, the consortium of London & Edinburgh Trust and Balfour Beatty, to develop the market with 1.3 million sq ft of offices.

SDG's £150 million offer as misleading as this was the top-line figure. By the time the costs of creating a new market elsewhere and interest charges on the site, owned by SDG, were deducted, the Corporation would not see any returns for its land, he said.

The SDG was hoping the necessary Bill to move the Spitalfields market would go before Parliament next month. But the City Corporation is not prepared to do this and it will be a year before a Bill goes before Parliament.

SDG is offering a site in east London to the Spitalfields traders for a new market. Rosehaugh Stanhope has suggested an alternative location.

The City Corporation, however, said yesterday that while the possibility of moving the traders had not been ruled out, time was needed for developers to agree the planning position with Tower Hamlets and for the corporation to reach agreement with its tenants and other interested parties.

SDG has always maintained its scheme was not speculative. Salomon Brothers, the American finance house, was named as the prospective tenant for most of the offices at Spitalfields - one of the few sites on the City's fringes able to meet the need for large offices resulting from Big Bang.

There is a vast discrepancy between that council's planning brief for the market site, which splits into 45 per cent offices and 55 per cent residential, and the SDG plan which covers 83 per cent of the site with offices.

Mr Rigby also described

Opec meets to cover cracks on quotas

From David Young, Geneva

Opec ministers last night reassembled in full ministerial session after a week of committee meetings in an effort to reach an agreement which will do as much to restore their own credibility as it will to restore the world oil price to their target of \$17-19 a barrel.

A radical new quota system has been suggested by the various Opec committees but it has yet to clear the hurdle of full ministerial approval.

Ministers are still making confident noises but they know that the world oil market expects clear signs within the next 24 hours that they are working to maintain the present comparative stability in the oil markets.

Dr Mana Saed Al Otoiba, the United Arab Emirates oil minister, said yesterday that he was hopeful that a new agreement would emerge soon.

However, Sheikh Ali Khalifa, the Kuwait oil minister, is still asking for his country's output quota to be increased.

A possible way of making any new agreement palatable to Kuwait has been suggested. It would mean Kuwait keeping its present output quota but being allowed to increase sales to its customers by drawing from substantial stocks it holds at its oil terminals.

The last round of Opec production cuts solved 99 per cent of the problems of the world oil market, the oil minister of non-Opec Oman said yesterday.

In an interview with the Arabic daily Oman, Said bin Ahmed al-Shanfari said Opec's temporary quota agreement had stabilized prices at about \$15 a barrel, up from the single figures before the accord and that the agreement had restored optimism for stable market prices, benefiting Opec, non-Opec producers and consumers.

He said non-Opec producers had a part to play in the success of the Opec quota system and that the present price stability had been helped by their co-operation in cutting production.

Clausen's new role puzzles

By Richard Thomson, Banking Correspondent

Wall Street was puzzled yesterday by the weekend appointment of Mr Tom Clausen, former head of the World Bank, as chairman and chief executive of BankAmerica Corporation, the troubled United States banking giant, after Mr Sam Armacost resigned last week.



Tom Clausen: "chief architect of problems"

Mr Armacost resigned as criticism mounted over his inability to control the bank's bad debts, now well over £1 billion. But BankAmerica's shares remained virtually unchanged at about \$14 1/4 yesterday.

Mr Clausen is widely regarded as the chief architect of BankAmerica's problems by following an aggressive and misguided lending policy during his previous tenure as chairman during the 1970s.

The view yesterday was that Mr Clausen was only undertaking a very short-term role as a caretaker, possibly as a prelude to BankAmerica agreeing to the bid made last week by First Interstate Bank.

TSB flotation may face investigation

By Richard Thomson

The Government may face further embarrassment over the TSB because of an investigation planned by the National Audit Office into whether the £1.5 billion flotation was a sale of state assets.

The NAO is considering the need to examine the subject. If an investigation is made, the NAO will report to Parliament. The NAO is an independent, civil service body responsible for certifying government accounts. It also investigates the use of resources by government.

The need for an investigation into the TSB flotation stems from a ruling last August by Lord Templeman that the bank belonged to the state. This contradicted the government view that no one owned the bank.

Although the Templeman ruling was interpreted by many to mean that the Government was selling a public company without keeping the proceeds itself, the Treasury decided to go ahead.

All proceeds from the share issue have gone to the bank and not the Government. If the NAO found that it has been a sale of state assets, the Government would face charges of giving away £1.5 billion of taxpayers' money.

Meanwhile, TSB shares continued to decline yesterday.

Stockbrokers reported a moderate level of private investor selling which forced the price down to about 82p. But each time this happened, institutional investors stepped in to buy and pushed the price up again. The shares closed at 84.5p.

Avis Europe forecasts 29% rise in profits

By Alexandra Jackson

The pathfinder prospectus for Avis Europe, which was published yesterday, forecasts pretax profits of not less than £33 million for the year to February 1987. This represents a 29 per cent increase on the 1985-86 figure of £25.5 million.

Mr Alan Cathcart, the group's managing director, said yesterday that "1986-87 will be a very good year for Avis Europe. It will be the first year for some time which is entirely free of restructuring costs".

Avis Europe is seeking a listing on the London Stock Exchange later this month through an offer for subscription of new and existing shares. This will be sponsored and underwritten by Morgan Grenfell Holdings. The market capitalization of Avis Europe after flotation will be in the region of £270 million.

Avis Europe is made up of the US company Avis Inc's interests in Europe, the Middle East and Africa. Its turnover in 1985-86 was £197 million. This is forecast to rise to at least £225 million.

Avis Europe is expected to raise about £30 million of new money, half of which will be used to pay the US parent company for trade mark and system licences. After the flotation, Avis Inc is expected to retain about a third of the equity.

Avis Europe is active in the field of fleet leasing and management as well as its car rental operation. Within the car rental market, where the group is believed to have an 18 per cent market share, the share of the airport market is thought to be 32 per cent.

Temps, page 25

Lead and zinc prices highest for 17 months

Lead and zinc prices both touched 17-month highs on the London Metal Exchange yesterday as the bullish tone was underlined by figures showing sharp withdrawals of both metals from LME warehouses during the past week.

Lead for three months delivery reached £312 a tonne at one stage - a rise of £30 over the past six trading days - while zinc jumped by £12 to £628, although both metals fell back before the close.

The fall in LME stocks was particularly significant for zinc, leaving just 21,125 tonnes in warehouses, the lowest figure for 11 years.

Apart from a strong supply-demand picture, traders say prices have also responded to the possibility of renewed industrial unrest at Broken Hill mines.

Future and options, page 23

End of a golden era looms

By Richard Lander

The Welsh gold mine whose precious metal has adorned the fingers of six royal brides may end its days as just another stop on the Snowdonia tourist trail.

Shareholders in Clogau Gold Mines yesterday voted by an overwhelming majority to accept the board's proposals for effective control of the company to pass to Mr Lee Ming Tee, an Australian-based Malaysian millionaire.

Mr Lee and his associates bring with them the leases over two speculative gold mining prospects in Nevada.

In return they will have a majority holding in Clogau and with it a quotation on the Unlisted Securities Market.

According to Mr Bill Fossick, Clogau's chairman, the Nevada leases offer the chance of a prosperous future - something the Clogau mine itself could not.

When mining re-opened there in 1983, there were hopes of extracting five ounces of gold a day. But just 40 ounces have since been hewn from the Welsh ground and the company's losses swelled to £1.1 million last year.

Mr Fossick will now look at other uses for the mine, including the possibility of giving it a new lease of life as a tourist attraction.

"First of all we'd have to get permission from the Crown Estate Commissioners, who lease it to us for mining, and there it is for mining, and there it is for mining, and there it is for mining."

He said the Queen Mother in 1923. The same nugget also provided enough gold for the Queen, Princess Margaret, Princess Anne and the Princess of Wales.

Fears that the Royal Family might have to turn to another source of gold - perhaps even South Africa - for future weddings were allayed in 1981 when the British Legion presented the Queen with another 36-gram bar of Clogau gold.

This provided the material for the Duchess of York's ring earlier this year and should be enough for another two brides, according to Buckingham Palace.

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This example has been calculated assuming that the APR of 12 3/4% remains the same throughout the loan term, and relates to persons aged over 18 and still under 65 at the end of the loan repayment period. Seven days written notice would be given for any change in the interest rate. The investment plan, which is arranged by Windsor Life Assurance Company Limited, assigned to this selected loan, will last for the same term as the loan.

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Coalite bid target to lift payout

By Richard Lander
Hargreaves Group, the fuel, transport and quarrying firm, has forecast a 27 per cent dividend increase this year as its latest defence tactic against a £77 million takeover offer from Coalite.

RTZ reduces Australian mining stake

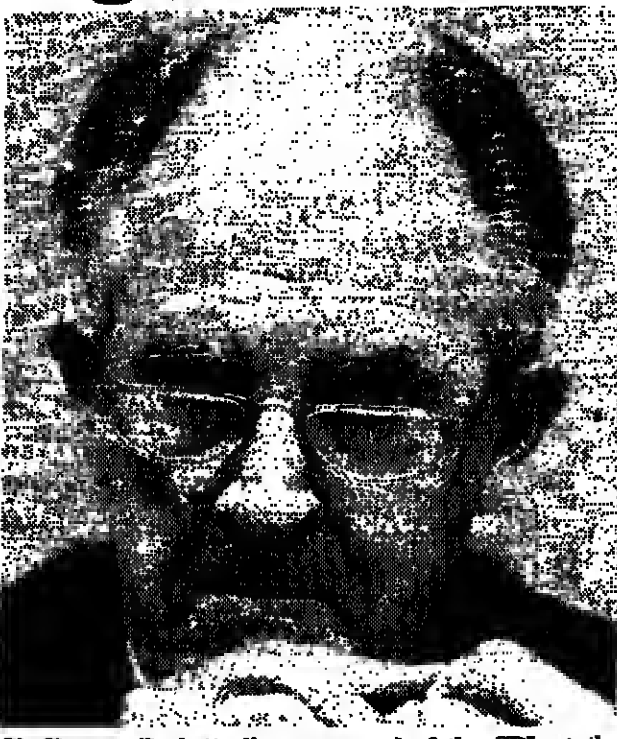
Rio Tinto-Zinc, the minerals, industrial and energy group, has reduced its stake in CRA, the Australian mining company, from 52.3 per cent to 49 per cent by selling a large block of shares for Aus\$122.8 million (£54.3 million).
RTZ sold the 16.4 million CRA shares to Australian Mutual Provident, a life assurance group, for Aus\$750 each. The move will have important effects on RTZ's financial statements.
CRA will in future be treated as an associate rather than a subsidiary, so that its debt will be removed from RTZ's balance sheet.
This would reduce RTZ's gearing from 64 per cent to 45 per cent.
The exclusion of RTZ's share of CRA's depreciation figure will also increase its net earnings by about £17 million a year.
The sale completes an "Australianization" process agreed in 1978 with the Canberra government.

CBI demands £5bn programme of building projects

By Edward Townsend
Industrial Correspondent

Britain's employers yesterday embarked on their third major attempt to convince the Government to spend up to £1 billion a year over the next five years on big job-creating building and civil engineering projects.
In advance of the autumn financial statement from Mr Nigel Lawson, the Chancellor, the Confederation of British Industry - under pressure from its members, particularly those in the north - has sent the Treasury a detailed analysis of its proposed spending plans.
The CBI has told Mr Lawson its plans do not jeopardize restrictions on public expenditure and, more importantly, do not on the face of it imply any increase in inflation.

Sir Terence Beckett, the CBI's director-general, said yesterday: "Increased spending on communications, coupled with a big drive to clean up and restore inner city areas, as well as renewal of the nation's ageing network of water mains and sewers, is needed to meet the economy's changing needs and to take us into the 1990s."
In broad terms the CBI wants the Government to commit itself to annual spending of £250 million on roads, £300 million on urban renewal, £300 million on housing and £50 million on sewers and water mains.
Sir Terence said: "The CBI believes capital spending of this kind can be financed largely from savings in government current spending and accommodated within the Government's existing financial strategy."
"We want to see the work pressed ahead to help to improve the competitiveness of trade and industry. For it is only by improving their competitiveness that firms can create real and lasting new jobs."
The latest CBI salvo on infrastructure spending reflects growing concern among members about the north-south divide in Britain.
In a politically-charged atmosphere, with the next General Election on most MPs' minds, the CBI message also



Sir Terence Beckett, director-general of the CBI, at the press conference yesterday (Photograph: Dod Miller).

indicates industry's thinking in preparation for the CBI Budget presentation.
This presentation, to be lodged with the Chancellor early in the new year, is certain to state business priorities beyond the short term in the hope that full, long-term advantage can be taken of lower oil prices and more buoyant world trade.
Mr David Nickson, president of the CBI, says in a foreword to the new report, *Fabric of the Nation 111, Building a Better Britain*: "Unless the Government takes the initiative now on certain capital projects we shall have lost our chance and slip further behind in the competitiveness league."
Since the publication of the CBI's last report on infrastructure in November 1985, the Government has agreed to a second Severn bridge, the Channel tunnel, a third crossing of the Thames at Dartford and the completion of the M25.
The CBI now wants £250 million a year spent on a new list of more than 100 road schemes, including the widening of the M2, M20 and to the A69 Newcastle-Carlisle route and the A30 Exeter-Penzance road. It also calls for rapid approval of a new Thames bridge at Reading and the east London river bridge.
Money spent in inner cities, says the CBI, should include £100 million a year on establishing urban development agencies and a further £200 million a year on funding urban development grants and derelict land grants.
It urges that more money should be made available for the building improvement programme to provide jobs for the long-term unemployed.
The CBI says that, in line with its support of the Government's drive to reduce inflation and the need to curb interest rates, its proposals fall well within the terms of the Government's medium-term financial strategy.
The report says that better procurement policies and improved efficiency in the public sector could go a long way to funding additional expenditure. There could also be sales of under utilized assets, greater use of performance-related pay and improved co-operation between the public and private sectors.

APPOINTMENTS New board faces at Thorn

Thorn EMI High Street Electronics, Mr Brian Coe takes over as managing director of Radio Rentals. Mr John Bamsey becomes managing director of DER. Mr Graham Houghton-Brown is made managing director of TV and Video Centres.
Credit Suisse First Boston: Mr David Battas joins as an executive director.
Warner Holidays: Mr Robert MacKenzie is promoted to marketing director. Mr Bob Daykin becomes sales director. Mr Bob Greenfield takes over as marketing director of Mecca Leisure Group's entertainment and catering division.
Institute of Personnel Management: Mr Michael Piffle is made assistant director, development.
ESAB Group (UK): Mr Peter Dodd becomes sales director. Mr Neil Dobson is appointed managing director of ESAB Gas Equipment.
Charles Barker City: Mr David Dale joins as an associate director.
Financial IQ: Mr John Barou is made an executive director.
Novo Industri A/S: Mr Ulf Horsing takes over as vice-president, personnel.
C Howard & Partners: Mr Jeffrey Williams becomes group managing director.
Baring Securities: Mr James G W Reed is made a director. Mr Richard Katz and Mr Steven Webb become assistant directors.
ANZ Finance: Mr Roland Isherwood becomes chairman and Mr Peter M Jones chief executive. Mr Colin Gordon becomes chief executive of ANZ Humberlyde. Mr Mervyn Savage is made chief executive of ANZ Industrial Finance.
Legal and General: Mr John Elbourne becomes managing director of Life and Pensions. Mr Brian Palmer takes over as insurance director. General Insurance: Mr Ted Tilly becomes managing director, International. Mr John Craddock is appointed director, agency, and Mr Chris Hairs is made director of finance and actuary. Mr Colin Harris becomes director, life, and Mr Chris Hatry takes over as director of pensions. Mr Mike Jarvis is promoted to director, information systems, and Mr Michael Kidner becomes director, financial consultancy.

1986 could be a record year for spirit sales

Derek Harris, Industrial Editor

This year looks likely to be the best for sales of spirits since 1979 despite flagging demand earlier this year, according to the Wine and Spirit Association. And it is possible there may be record sales.
But imported spirits, particularly cognac brandy, are doing best. Their volume sales in June were 5.3 per cent up, judged on the basis of moving annual totals, while home-produced spirits like whisky, gin and vodka were up by 4.1 per cent.
The market share of the imported spirits, including rum, brandies and liqueurs, stood at 23.2 per cent in 1985, and this has increased to 23.4 per cent.
Mr Nick Gent, the association's chairman, said: "The Christmas buying period is already under way and consumers appear to be releasing about spending. The signs are set fair for a sales record to be set by the end of this year."
If there are record sales in

1986 it would only be by a small margin compared with the previous peak year for sales, Mr Gent said.
Increased consumption of liqueurs and lower-strength spirits were among the changes having an impact on overall spirits sales, and the trend was likely to be at its strongest during the peak sales up to Christmas and the new year, he added.
By far the biggest increase in demand has been for cognac where the moving annual total in June, the latest month for which returns are available, showed a rise of 14.1 per cent. Other brandies were up by 4.6 per cent. Other spirits, including liqueurs, rose by just under 1 per cent.
Scotch whisky, which accounts for just under half of the spirits market, had a volume sales rise of 4.2 per cent. On gin there was no change on the moving annual total although other figures suggest a jump of just over 14

per cent in volume sales in the second quarter of this year.
Other home-produced spirits, including vodka which tends to be of lower alcoholic strength than standard brands of whisky and gin, were up by 7.7 per cent.
Comparisons of the first half of this year with the same period last year show all spirit sales down in volume by 2.5 per cent. Imported varieties were down by 0.4 per cent and home-produced spirits by 3.1 per cent.
But in the second quarter, on annual comparison, there were increases not only in gin sales but in those of cognac (up 13.2 per cent), other brandies (8.3 per cent) and rum (1.9 per cent).
Earlier analyses have shown that sales of table wines continue to improve although at a slower pace than a year ago. Fortified wines like port and sherry are having a more difficult time. Beer sales are barely holding their own although an increasing amount of lager is being drunk.

COMPANY NEWS

● **TRIPLEVEST**: Results for the six months to August 31 in £000. Interim dividend 6,500p (5.691p), payable October 31. Franked investment income 1,842 (1,573). Unfranked investment income - dividends 142 (185); interest 55 (91). Deposits interest 232 (430). Underwriting and other commissions 213 (48). Gross income 2,504 (2,237). Expenses and interest 241 (220). Net revenue before tax 2,263 (2,017). Tax 687 (652). Earnings per share 6.566p (5.691p). Net asset value per capital share £14.11.
● **FOTHERGILL & HARVEY**: Results for the half year to June 28. Interim 2.75p (same). Figures in £000: turnover 17,572 (17,055). Contribution to profit: advance materials less 36 (148 profit), electrical insulation 635 (418), coated and uncoated engineering fabrics 617 (847). Share of profit of associated companies 125 (76). Interest charge 128 (187). Pretax profit 1,113 (1,402). Tax 408 (347). Extraordinary debt 130 (nil). Earnings per share 5.61 (6.82p).
● **HAWTAL WHITING HOLDINGS**: The company has appointed Mr Geoffrey Waterworth, former senior engineer in General Motors, to head a new subsidiary in Ontario, Canada, to be staffed by up to 100 design engineers. The company expects to invest a further £3 million in computer aided design and structural analysis hardware in the next five years.
● **BIO TINTO-ZINC CORPORATION**: Rio Tinto-Zinc Finance, a wholly owned subsidiary of RTZ, has launched a SwFr15 million (£70 million), 10-year bond issue with equity warrants attached. The bonds with warrants will be issued at par and carry a coupon of 4 1/2 per cent a year.
● **COOKSON GROUP**: The company's American division has acquired Kenco Industries, in Georgia, with sales in the present year of around \$7 million (£4.8 million), for \$10.5 million cash.
● **MOORGATE GROUP**: Six months to June 30 (comparisons restated). Figures in £000. Turnover 10,309 (6,532). Profit before tax 324 (247). Tax 121.5 (102) and earnings per share 3.22p (2.31p).
● **HODGSON HOLDINGS**: The company has agreed terms for the purchase of R. Morgan, funeral directors, Scodrigley, West Midlands, for a consideration of £60,000.
● **RAMUS HOLDINGS**: Final dividend 3.9p making 5.4p (5.25p) for the year to July 7. Figures in £000. Turnover 30,749 (27,772), trading profit 1,161 (1,022), interest payable 441 (425 adjusted), pretax profit 720 (597 adjusted) and earnings per share 11p (6.3p adjusted).
● **FARNELL ELECTRONICS**: Half-year to July 31. Figures in £000. Interim dividend 1.3p (1p), payable on December 30. Turnover 45,407 (41,973), pretax profit 10,089 (9,474), tax 3,699 (3,950) and earnings per share 5p (4.4p).
● **KINGSLEY & FORESTER GROUP**: Six months to June 30. (Figures in £000). Interim dividend 1p (same), payable on December 3. Turnover 22,839 (19,526), operating profit 1,166 (1,064), profit before tax 861 (765), tax 299 (267) and earnings per share 2.53p (2.16p).
● **ARCOLECTRIC HOLDINGS**: Interim dividend 0.25p (0.25p) for the six months to June 30, payable November 17. Sales £3,570,030 (£2,984,206). Pretax profit £70,904 (£148,148). No tax (nil). Earnings per share 1.06p (2.22p). Sales are up by 20 per cent and demand continues to be buoyant.
● **ROTHMANS INTERNATIONAL**: Rothmans and Philip Morris have agreed to amalgamate Rothmans of Pall Mall, a subsidiary of Rothmans Inc and Benson and Hedges (Canada) Inc, a subsidiary of Philip Morris, to form a new company called Rothmans, Benson and Hedges Inc. Rothmans will hold 60 per cent of the shares of the amalgamated company, with the balance held by Philip Morris.
● **THE RENOVICK GROUP**: Figures in £000 for the half year June 30. Turnover 14,599 (21,348). Pretax profit 2,141 (1,688). Tax 520 (666). Earnings per share 14.6p (9.2p).
● **GOLD FIELDS COAL**: Figures in £000 for the quarter ending September 30. Sales and other revenue 4,977 (51,743). Pretax profit 11,323 (13,828). Tax 4,846 (7,274). Capital expenditure 2,315 (1,284).

GILTS: DEDICATED STAFF AS WELL AS DEDICATED CAPITAL.

Phillips & Drew Mouldsdale Ltd, our Fixed Interest Division within the Group, is a market making entity with a dedicated capital of £25 million.
That's an important point which satisfies the Bank of England. But at least as important to our clients and customers is our talented and dedicated staff of over 100 - including 25 traders and 40 salesmen.
Together, they add up to a clear indication of our determination to stay the course, and build yet further on our existing high reputation in gilts.
The Fixed Interest Division acts as a principal in all fixed interest markets except foreign currency holdings and futures and options, where we act as agents.
Either way, you will notice that you are able to deal much more quickly than under the present system - perhaps the single most important change that we see happening on 27th October.
The people to contact are John Lewis and John Woolfenden, at 120 Moorgate, London EC2M 6XP (01-628 4444).
Branch office Tithemam House, Tithemam Street, Liverpool L2 2PG (051-227 5571).

All of us who have been involved in the Big Bang are doubtless aware of the next stage in the Development of The Species. Namely, the Survival Of The Fittest.
Phillips & Drew we have done a great deal to ensure our survival after the Big Bang.
We have reorganised ourselves into five divisions, each with a clearly defined area of responsibility as well as a clearly defined area of operations.
You now have at your service a major integrated securities house, all under the Phillips & Drew umbrella, and all backed by the resources of Union Bank of Switzerland.
But you don't have to tell your word for it. Read what has been printed here. The key points about our divisions with names of people to contact who can put us to the test.

CORPORATE SERVICES: HELPING COMPANIES GROW.

The two parts of our Corporate Services Division provide a full range of help and advice to company clients. Where a transaction has an international dimension, we can call upon the global strength of our parent, Union Bank of Switzerland.
Phillips & Drew Corporate Finance advises on and arranges flotations, rights and other issues, and mergers and acquisitions for public companies. Our corporate client list has more than doubled in the last three years and now includes 101 companies; in that time we have handled 42 new issues and over a hundred capital raising operations.
Phillips & Drew Projects and Financial Management provides companies with a wide range of advice covering financial and treasury management, project finance, property services and the money markets. We are specialists in the new sterling commercial paper market.
Phillips & Drew Corporate Services has a combined team of more than 60 people. On Corporate Finance matters please speak to Martin Gibbs; for Projects and Financial Management your contact is Geoffrey Redman-Brown.
Both are at 120, Moorgate, London EC2M 6XP (01-628 4444).

AFTER THE BIG BANG, THE SURVIVAL OF THE FITTEST.

EQUITIES: A COMPLETE PACKAGE OF SALES, RESEARCH AND TRADING.

Phillips & Drew Trading has been live as a jobber for nearly six months. As of 27th October, it moves in-house to become part of Phillips & Drew Securities Ltd with an equities team of about 200.
We have designed our activities to relate to the professional institutional investor.
To that end, the Equities Division consists of the principal and agency business transacted in UK and overseas shares, and also includes worldwide company research.
Our intention on UK equities is to cover all alpha and most beta stocks, so that we offer a waterfront coverage of market making which reflects our comprehensive coverage of equity sales and research.
Your contact is Dr Paul Neild at 120 Moorgate, London EC2M 6XP (01-628 4444).

FUND MANAGEMENT: THE £7 BILLION DIFFERENCE.

Phillips & Drew Fund Management has £7 billion of assets under discretionary or advisory management, making us one of the UK's largest fund management groups.
In addition to UK pension funds in both the public and private sectors, we are increasingly involved in managing insurance, corporate and special local authority funds.
Alongside this, Phillips & Drew Development Capital manages a large fund in unquoted securities, and is itself one of the largest providers of unquoted equity capital in the UK.
The Division employs 80 people, of whom 30 are fund managers and four dealers.
The person to contact is Keith Percy at Mercury House, Triton Court, 14 Finsbury Square, London EC2A 1BR (01-628 6070).

PRIVATE CLIENTS: THE PERSONAL TOUCH.

Phillips & Drew Investment Services embraces the Group's considerable UK and overseas private client business - including Phillips & Drew Trust, our licenced deposit taking arm, and Share Service, our no-fills dealing service.
Our private client service, by contrast to the latter, offers a considerable array of 'frills'. For while setting an example in our adoption of computer technology, we have always insisted on maintaining a personal touch with our private clients.
These services range from discretionary or advisory services to owners of large portfolios, to a management service for unit and investment trust-based portfolios.
Peter Harrison is the person to contact at Mercury House, Triton Court, 14 Finsbury Square, London EC2A 1PD (01-628 4444).

ADMINISTRATION: THE ALL-IMPORTANT HAPORTH OF TAR.

Many clients and customers are finding it reassuring to know that we regard our Support Division as vitally important, and have simply funded it to ensure the best standards of service.
In addition to such matters as Finance, Communications and Settlement, the Division also includes our Economic Research Unit - 16 strong, and offering a unique combination of a quality micro and macro service.
We believe that both time and information are money - and aim to offer clients and customers of any division of Phillips & Drew the fastest and best-informed service available.
Phillips & Drew
A member of Union Bank of Switzerland Group

IN THE MARKET

A buy or a sell but never a hold?

A faint air of the absurd clings to the present sterling crisis - Albert Camus with shades of Monsieur Hulot. Respected City economists solemnly opine that bank base rates must rise. Stierling falls. The Chancellor does nothing. Yet in a wider context, the Chancellor is behaving quite rationally, taking advantage of structural changes in the City which give him unexpected room to manoeuvre. The Young Turks in the City risk looking very out-dated, and just a trifle ancient regime. Classically, the gilt market, like any other bond market, is a covenant between the Government, as borrower, and the City, which puts up the cash to fund the Public Sector Borrowing Requirement. Unlike equities, where shareholders have influence over the board, bondholders have only a pledge from Government that real returns on stock will be respected - or altered, as the case may be.

Key gauges

Measuring gauges exist to monitor whether these pledges are being kept. Government releases a constant stream of economic indicators. Fundamentally, buyers of government stock exchange money against the warranty of the information supplied to them. This cash-index relationship appears to have broken down completely. Official data is now widely disbelieved. Data is revised upwards or downwards at will. The interest in last week's banking September money supply out-turn was not so much the broad money growth rate, but, rather, how the authorities would succeed in adjusting the data to arrive at the required number. But confusion over official data gives the Chancellor some leeway, because the market is predisposed to believe what it is told. Changes in the physical structure of the market increase this independence.

In a relatively elusive way, the gilt market's traditional esprit de corps amounted to supporting the cash-index relationship. The close personal nature of the trading floor, the frequent presence of the Government Broker, and the Bank of England's insistence on certain standards of behaviour meant that drift from statistical reality could not continue indefinitely.

Big Bang

But Big Bang, now imminent, has dispersed the familiar critical mass of talent in the market. Old relationships have been broken up, and new alignments are still developing. In future, a large body of information, previously freely available to the market through the trading floor, will simply cease to exist, as the switch to a screen market accelerates. The position of Whitehall and the Bank as monopoly suppliers of information, as well as credit, will be strengthened.

Bereft of the old lodestars, the City takes its bearings increasingly from the main cash variables - bond yields, money rates and the exchange rate. Here again, the Chancellor has got lucky. The context is international, and self-stabilizing elements exist within these markets irrespective of the fundamentals. Institutional limits exist to curb monumental bear positions. Traders are afraid to be caught short, and they cover. In the mindless void of the new market, sterling can fall, dragging the gilt market down, or it can rise, pushing gilts suddenly better.

Analysts' logic

The battle between the Chancellor and the analysts of the Square Mile concerns definitions. The analysts insist that financial structure cannot survive without plainly defined, limited points which, once attained, require a policy adjustment. Rates have to rise if sterling falls 100 per cent. But the Chancellor appears to be insisting that this concept of limit points is illusory. So far he has set no target for sterling: allowed money market rates to stray 100 basis points above their natural limit and seen gilt yields rise some 200 basis points. He is in the process of imposing a new algebra on the markets.

The Chancellor may or may not succeed. A two point rise in base rates equals failure, a one point increase means an away draw - still a good result. But as the struggle continues one factor stands out as seminal. The concept of limit points in the financial structure was very closely linked to the idea of a trading range. But the trading range appears to have been swept away completely as the market moves rapidly from one absolute level of yield to another. Perhaps the new market will be either a Buy or a Sell, but never a Hold.

Christopher Dunn

Official intervention on the foreign exchanges

Central banks buy time but they cannot buck the trend

By David Smith Economics Correspondent

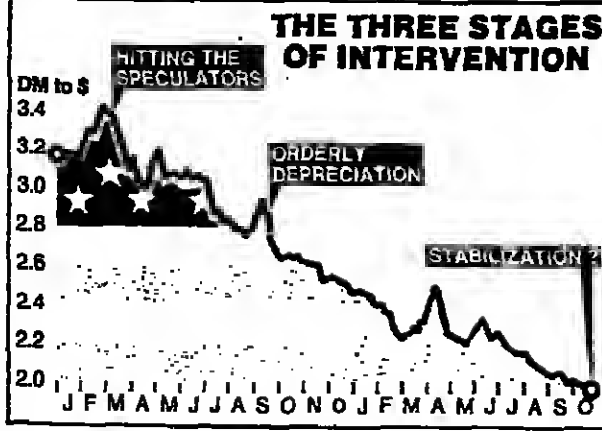
Central bank intervention in the foreign exchange markets has become the flavour of the month. The pound has been helped from complete disaster by some solid support from both the Bank of England and the Bundesbank. The dollar has been prevented from falling too far since the inconclusive Group of Five meeting in Washington at the end of last month. This has been achieved through intervention by the central banks of Europe and Japan and, perhaps more importantly, by the threat of that intervention.

Herr Karl Otto Poehl, the president of the Bundesbank, is to visit Downing Street next week, doubtless with some timely words for the Prime Minister about the virtues of intervention when set in the more formal framework of the European Monetary System. There has been a definite change in attitudes on central bank intervention. Even the Chancellor, Mr Nigel Lawson, who was dismissive of intervention on the "throwing good money after bad" view, has become a fan.

So, after 13 years of wildly volatile floating exchange rates, has the secret of currency stabilization been discovered? Can the leading economies fix their currencies simply by saying that they want to do so, and indulging in a little modest intervention it would be comforting if it were so. But unfortunately it does not appear to be the case. Recent central bank intervention has to be looked at in context, beginning last year.

In February 1985, with the dollar at the heady heights of 3.45 against the mark, and the pound close to unity against the US currency, there was a significant bout of official intervention.

The dollar was pushed down by co-ordinated and



How the bankers move markets

How do central banks intervene in the foreign exchange markets? The Bank of England has two broad methods. One open and the other slightly more subtle. When it wishes to intervene openly, the Bank contacts a currency broker and instructs the brokers to buy or sell sterling at a certain rate. The broker, in concluding a deal at this rate with a bank, is then permitted to disclose that the Bank of England is his client. In this way, word gets round the market.

When the Bank wants to keep its moves secret, it will use a number of banks to buy or sell in their own name but on the Bank of England's behalf. Each contract is a secret one and the Bank can call on a

network of 30-40 banks to avoid the suspicion that could arise if individual transactions were too large. Other central banks use slightly different methods. The Bundesbank, for example, may simply ring around the dealing desks of banks requesting quotes. It may or may not deal at the price offered, but often the mere fact that the central bank is inquiring about prices is enough to create nervousness and the desired short-term currency move in the market.

In the European Monetary System, central banks who intervene in support of currencies other than their own will be refunded the cost of their support by the country concerned within a few months.

certed intervention in the markets would be used. The effect of this announcement was, if anything, even more dramatic than the actual intervention in February. The dollar fell by 12 pfennigs against the mark and by 5 cents against sterling, without any of the major countries having to dip into their reserves.

The Plaza Agreement again fitted the requirements for successful intervention. There was clearly agreement among the participants on the correct course for the dollar and intervention, when it was subsequently used, leaned with the wind.

In fact, Plaza has turned out to be less about intervention than monetary policy with the Federal Reserve Board, under the chairmanship of Mr Paul Volcker, cutting the US discount rate to help the dollar down this year.

This brings us to the present. There has been heavy intervention in the markets in the past few weeks. The Bank of England, with the proceeds of a \$4 billion floating rate note bolstering the reserves, has been supporting the pound more openly and for a longer period than for many years.

The Bundesbank, the Bank of Japan and other central banks have been trying to preserve the dollar's value at about two marks and above 150 against the yen. There are good reasons,

however, for thinking that, in the absence of other measures, current intervention in the foreign exchange markets will prove futile.

The Bank of England's support for the pound, which began in earnest last month, has failed to prevent sterling from sliding. The sterling index, which stood at 71 at the beginning of September, was 67.5 yesterday, a fall of 3 per cent.

Support for the pound may have bought time but the evidence, again from the Jurgensen report, is that intervention against the trend - leaning against the wind - only works as a prelude to a policy change, such as entry into the European Monetary System or raising of interest rates.

According to David Morrison, currency economist at the broker Goldman Sachs: "It has been the case through the floating rate era that central bank intervention of the leaning against the wind type has not reversed fundamental trends."

This is still the official British view. The Bank of England, in evidence to the Jurgensen working party, said: "Intervention is in any event unlikely to have any substantial or long lasting impact on the exchange rate unless combined with policy changes. And in practice the pursuit of exchange rate stability will rarely be the only aim of national authorities."

They will have other, possibly conflicting, aims - a reflection of the many interests that have to be balanced within government policy. There may often, for example, be a choice between instability in the exchange rate and in domestic interest rates.

The same is true for the attempt by central banks outside the United States to stabilize the dollar at present levels: an attempt which was already showing signs of strain yesterday. This looks doomed

Intervention in support of the dollar lacks unanimity

to failure on three counts. First, it is leaning against the wind - the foreign exchange markets are not yet of the view, perhaps rightly, that the dollar has fallen far enough.

Second, it does not appear to be a prelude to policy changes. Finally, current intervention in support of the dollar lacks the unanimity characteristic of the successful central bank moves in the markets last year. As long as the US authorities stay out of any intervention in support of the dollar, its success will be limited.

Intervention in the past weeks has had the effect of buying time, a precious commodity in the currency markets. But time could now be running out.

COMMENT Kenneth Fleet Standard Chartered Bank in a corner

Standard Chartered Bank has been the subject of speculation and gossip almost all year, and there is no sign of the rumour machine running down. The bank's smaller shareholders must dearly hope that something more concrete will emerge from today's board meeting, the second meeting since the three big overseas shareholders were made directors in August, after their part in fending off the bid from Lloyds.

The motives and intentions of the three, Sir Yue-Kong Pao, Robert Holmes à Court and Tan Sri Khoo Teck Puat, are still unclear. Any belief that they were acting together was scotched last week when Mr Holmes à Court, who is by instinct a dealer, raised his stake from 8 per cent to more than 10 per cent, at a cost of about £22 million. The obvious interpretation of the move was that it gives him a stronger bargaining hand in today's meeting. The new directors together own 30 per cent of the bank.

According to one theory, the three want to divide up the bank. The problem with that is that they would almost certainly all want the same bit: the Far Eastern operations. Rumours from Hong Kong to the effect that Chartered Bank of Hong Kong was soon to be floated on the Crown colony's stock market, are consistent with Standard's policy, set out at the time of the Lloyds' bid, of seeking Stock Exchange listings for several parts of the group. It does not necessarily pressage a split up of the group.

The theory that Standard wants to buy Exco International because Tan Sri Khoo is a director of both companies, has commercial sense in as much as both companies are looking for partners to complement their operations. But it runs up against

the O'Brien rules - the 10 per cent limit on bank holdings in money brokers that scuppered Exco's projected link with Morgan Grenfell earlier this year.

Standard sources say the bank has no interest in Exco, but it may not be indifferent. Alan Orsich, general manager of Standard's international operations, was chairman of the British Bankers Association committee which discussed the issue at the time. He pushed hard, without success, to have the O'Brien rules abolished.

Meanwhile, Lloyds Bank is still sitting in the wings, watching and waiting. If Standard's three overseas directors merely want to make a turn on their holdings (they hold paper losses of about 50p a share) the simplest method would be to sell out to Lloyds, which would probably be willing to pay a little more than it offered last time.

That must surely be what all the other Standard shareholders want, the great majority of whom accepted the Lloyds offer. They could, at one point in the bid, have received about 850p for their shares. Now they can obtain about £1 less and any scheme to split up the bank would almost certainly work against their interests.

Nor is there any sign yet of Standard's new corporate plan, much touted during the Lloyds bid, being put into effect. In jumping out of the frying pan into the fire to avoid Lloyds, Standard has lost much of its power to move. And it has so far yet to prove that all it has done has been in the interests of the majority of its shareholders. As directors, the overseas trio now have a responsibility to all Standard's shareholders, not just to themselves. It will be interesting to see how they use it.

Star Chamber opens its doors

A week of Government pledges to spend more on this initiative and that at the Conservative Party Conference the market will be even more closely interested than usual in the labours of the Star Chamber which begins its work this week.

The Star Chamber, like its original, is set up to dispense summary justice among the petitioners. But today the petitioners are the spending departments of state pursuing their public spending bids and the judge is the suitably grave and massive figure of Lord Whitelaw.

Reading between the lines of the speeches in Bournemouth last week it does not look as though Lord Whitelaw and his colleagues are going to be too much troubled by the Government's new commitments. Conference is naturally a time for making the biggest bang with the smallest buck.

For instance the impressive list of new employment measures produced with such a flourish by Lord Young of Graffham, Secretary for Employment, last week is all already provided for in the Government's existing spending plans. There will be no net addition to total spending.

Kenneth Baker's plans as Secretary of State for Education for 20 new

secondary schools to be run directly by the Government rather than the local authorities will undoubtedly cost money in due course. But the alert listener will have noticed that the first of these is not due to open until 1988, probably beyond the first year of the present survey and the next election too. And to build up to a total of 20 will take several years.

To say this is not to belittle the task facing the Star Chamber. To get anywhere near the Government's previously announced totals for public spending, confirmed by the Cabinet in July, will be even more difficult this year than in the past. With £3.2 billion already added to provision for local authority current spending next year the reserve is looking dangerously depleted at about £3 billion.

Good cases will be made for additional spending on the Health Service and for realistic assumptions about the demand for social security payments. A less good case (bearing in mind the massive increase since 1979) will be made for higher spending on defence.

If the reserve is not to be further depleted this can only be accommodated by cuts elsewhere. Lord Whitelaw is facing a testing time.

The secret of success is to 'lean with the wind'

powerful central bank sales of dollars. The exercise, led by the Bundesbank, included large and small European central banks, the Bank of Japan and the Federal Reserve Bank of New York, the US Treasury's agent in the foreign exchange markets. Some \$1.5 billion was spent in a couple of hours.

It was highly successful. In two hours, the dollar fell from DM3.45 to DM3.27, a drop of 5 per cent. The pound recovered from \$1.04 to \$1.10.

There were two elements in the February 1985 intervention which contributed to its success. The first was that all the major countries not only agreed with the intervention but took part in it. The second key element was the timing of the intervention. At any time during January

FUTURES AND OPTIONS

Commodities clearing house faces up to 1990s challenge

After cruising along for many years in stately fashion, the good ship International Commodities Clearing House is about to be taken into dry dock for a thorough inspection. Should it be deemed necessary, the liner may be stripped down and refitted and even undergo a change of ownership.

The ICCCH, like many other quasi-monopolistic service companies, has found its functions and financial efficiency have come under increasingly close scrutiny from owners and customers in the mid-1980s.

Its proprietors, in the form of six leading British banks, want to make sure they get an adequate return on their investments. The clients, who number the major futures and options markets in London, Europe, Asia and Australasia and their members, want their trades executed, cleared and guaranteed in the most efficient fashion and at the lowest possible cost.

The past year has seen a subtle increase in the pressure exerted on the ICCCH to shape up for the next decade. Much of this has come from the exchanges which have had to review their own strategies, either because they were losing market share - as in the case of the sugar, cocoa and coffee markets belonging to the London Commodity Exchange (LCE) - or, in the case of the London International Financial Futures Exchange (Liffe), because they were expanding rapidly from a small base and required a greater and faster service from the ICCCH. The exchanges in turn have

faced a stronger lobbying voice from their members who have tended to trade more across a number of markets instead of specializing in a single group of commodities.

While it became known that Liffe had been talking to other possible clearing organizations, such as the American Options Clearing Corporation, the LCE put enough pressure on ICCCH to obtain an almost 50 per cent reduction in clearing charges which took effect at the beginning of this month.

Charges to the clearing members of exchanges now range between 7½p to 15p a lot compared with 30p six years ago (and the equivalent of 42½p in 1953 when the ICCCH cleared for the gentlemen traders of the wool and cocoa markets), a trend that has eaten into the organization's profits despite the increasing use of computers in its business.

Against this background, the executives of the ICCCH turned on the spotlight of self-criticism earlier this year to construct a strategic plan for the 1990s.

To help carry this out, they have a new non-executive chairman in the shape of Mr John Barkshire, the head of the Mercantile House financial services group, and a leading light in the establishment of Liffe four years ago.

Mr Barkshire has wasted little time in setting up an advisory committee of representatives from six major customer exchanges to draw up a blueprint for the next decade. The ICCCH that emerges

from the committee's deliberations - which are to be paralleled by an outside study - might well be a new model organization.

The brief is wide and includes the possible separation of its clearing and guarantee functions and the transfer of ownership to the exchanges who would run it on a non-profit basis.

Whether this latter proposal is acted upon or not, the ICCCH wants to emerge as a body more responsive to the wishes of those who pay its way. The committee hopes to draw up some concrete plans by early next year.

Such is the state of flux in the markets it serves, the ICCCH will have little opportunity for a second chance to get things right.

Later this month, it will start servicing its first major international link, when Liffe and the Sydney Futures Exchange break out the champagne on a fumble US Treasury Bond futures contract.

Next year it will have to cope with a range of traded options contracts on the LCE as well as an important new customer, the London Metal Exchange, which has been dragged to the clearing system altar by the Securities and Investments Board.

To draw up a plan in the best interests of those two markets, the ICCCH's other members and its banking owners will have Mr Barkshire struggling to disprove the adage that it is impossible to please all the people, all the time. Richard Lander

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Table with columns: Share Name, Buy Price, Sell Price, % Profit. Includes shares like Air France, British Airways, etc.

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WALL STREET

Shares lower at start

New York (AP-Dow Jones) - Wall Street slipped in early trading yesterday and analysts expected a lighter day because of the double holiday of Yom Kippur and Columbus Day.

The Dow Jones industrial average was down 1.97 points at 1,791.20.

The failure of the summit in Iceland was expected to hit trading.

Mr Hugh Johnson of First Albany Corp said: "The real reaction probably will not occur until Tuesday, but it does cast a bit of a pall and could give a downward bias to an otherwise directionless market."

Table with columns for company names and stock prices. Includes companies like AMR, ASA, Allied Signal, etc.

More boom than gloom in uncertain Hong Kong

From David Bonavia Hong Kong

Hong Kong has once more astonished forecasters who expected gloom and bankruptcy as a result of the Anglo-Chinese agreement that the territory should revert to full Chinese sovereignty in 1997.

The economy is expected to expand by about 5.6 per cent this year, against the Government's earlier estimate of 4.5 per cent.

The healthy economic picture is seen as the result of a surge in exports.

The linking of the currency to the US dollar at just under HK\$7.8 has stood the economy in good stead in terms of stability and appreciation, despite political worries.

This is important during a period when some weaker banks have failed through bad lending policies, and international investors are taking a hard look at the future of their money in Hong Kong.

Inflation was down to 2.7 per cent in the first half of this year but may rise to about 3.5 per cent. This is still low compared with the 5 per cent estimated in February.

However, Mr Piers Jacobs, the Crown Colony's Financial Secretary, has said the econ-



Surgingly exports signal better times ahead for Hong Kong.

omy was still heavily export-led, and could be damaged "by any further intensification of protectionist measures".

Many people believe Hong Kong has relied too long on its profitable exports of textiles and fashion goods and has not built up a sufficiently strong infrastructure in other industries.

In addition, its active tertiary sector is prey to destabilising influences, both internal and external.

Contrary to the pattern of the last few years, the authorities in China apparently feel the Hong Kong economy is underperforming this year.

Peking feels that with its promise to grant Hong Kong 50 years of capitalism and British-style laws after 1997, it

re-exports is smaller than for direct domestic exports, but this sector had still been marked down as an encouraging performer.

The drop in demand is partly due to the Chinese Government's efforts to cut back imports and close unprofitable enterprises. Peking has also complained of a loss of foreign exchange through careless ordering and unauthorized import of luxury goods.

Sir Edward Youde, the Governor, struck an optimistic note on a visit to the US recently. He told an audience in California: "In the league table of international traders, we now rank thirteenth, ahead of dozens of economies with populations much larger than our 5.5 million."

The Governor added that the property market, which was depressed throughout the negotiations between Britain and China on Hong Kong's future, had recovered.

Old Hong Kong hands know the most reliable guide to business conditions is the ease or difficulty in finding a lunch-table at a restaurant in Central Victoria without a reservation. If the restaurant is booked, business in Hong Kong is booming. At the moment you need to know the manager to get in without a reservation.

The profit margin on such

group in structuring training and investment opportunities in China involving other products.

China needs bartering deals to conserve much-needed foreign exchange.

In May the Chinese assistant Trade Minister, Zhu Youlan, said in the newspaper China Daily that bartering was an ideal way of trading with overseas companies "in view of the shortage of hard currency in many countries".

Hutchison signs Chinese barter deal

From Stephen Leather Hong Kong

Hutchison Whampoa, the Hong Kong-based trader which has taken a 4.9 per cent stake in Pearson, the publishing group, yesterday announced a barter agreement with China that has taken a year to negotiate.

Hutchison hopes it will be the first of a series of trading swaps with China. Hutchison is to buy Chinese coal. China will then use the

State Supply Bureau. The first shipment of 50,000 tonnes of Chinese coal will arrive in Hong Kong before the end of the year, and more than 40,000 tonnes of bagged cement will be shipped to southern coastal cities in China. More coal-cement swaps will follow.

A Hutchison spokesman said yesterday: "This counter-trade agreement should open up many future opportunities for the Hutchison Whampoa

group in structuring training and investment opportunities in China involving other products.

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TRADITIONAL OPTIONS

Table with columns: First Dealings, Last Dealings, Last Declaration, For Settlement. Includes data for Oct 17, Oct 20, Oct 23, Oct 26, Oct 29, Nov 1, Nov 4, Nov 7, Nov 10, Nov 13, Nov 16, Nov 19, Nov 22, Nov 25, Nov 28, Dec 1, Dec 4, Dec 7, Dec 10, Dec 13, Dec 16, Dec 19, Dec 22, Dec 25, Dec 28, Dec 31.

LONDON FINANCIAL FUTURES

Table with columns: Three Month Starting, Open, High, Low, Close, Est Vol. Includes data for Dec 15, Dec 18, Dec 21, Dec 24, Dec 27, Dec 30, Jan 2, Jan 5, Jan 8, Jan 11, Jan 14, Jan 17, Jan 20, Jan 23, Jan 26, Jan 29, Feb 1, Feb 4, Feb 7, Feb 10, Feb 13, Feb 16, Feb 19, Feb 22, Feb 25, Feb 28, Mar 1, Mar 4, Mar 7, Mar 10, Mar 13, Mar 16, Mar 19, Mar 22, Mar 25, Mar 28, Mar 31, Apr 3, Apr 6, Apr 9, Apr 12, Apr 15, Apr 18, Apr 21, Apr 24, Apr 27, Apr 30, May 3, May 6, May 9, May 12, May 15, May 18, May 21, May 24, May 27, May 30, Jun 1, Jun 4, Jun 7, Jun 10, Jun 13, Jun 16, Jun 19, Jun 22, Jun 25, Jun 28, Jun 30, Jul 1, Jul 4, Jul 7, Jul 10, Jul 13, Jul 16, Jul 19, Jul 22, Jul 25, Jul 28, Jul 31, Aug 1, Aug 4, Aug 7, Aug 10, Aug 13, Aug 16, Aug 19, Aug 22, Aug 25, Aug 28, Aug 31, Sep 1, Sep 4, Sep 7, Sep 10, Sep 13, Sep 16, Sep 19, Sep 22, Sep 25, Sep 28, Sep 30, Oct 1, Oct 4, Oct 7, Oct 10, Oct 13, Oct 16, Oct 19, Oct 22, Oct 25, Oct 28, Oct 31, Nov 1, Nov 4, Nov 7, Nov 10, Nov 13, Nov 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STOCK MARKET REPORT

Hopes of China telecom order lifts C&W and Plessey shares

By Michael Clark and Carol Leonard

The stock market was buzzing with speculation yesterday that Cable & Wireless and Plessey, two of Britain's biggest telecommunications groups, would be the first beneficiaries of the Queen's visit to China.

Dealers claim that the two groups have been awarded a multi-million pound deal by the Chinese government to build a new telephone system for the country. Shares of Cable & Wireless raced up 20p to 344p, adding more than £100 million to the group's capitalization as one leading broker cleared the market-place of shares. The price has now risen more than 30p in the past couple of days leaving jobbers short of stock. Dealers

"We know of nothing that is going to have an impact on our business whatsoever."

Sir Eric Sharp, chairman of Cable & Wireless, is chairman of the Sino-British Trade Council and is in China at the moment leading the British trade delegation.

Plessey, which is already responsible for building the bulk of System X, British Telecom's new generation of telephone exchanges, has been a dull market recently following GEC's abortive bid earlier this year which was blocked by the Monopolies and Mergers Commission. Plessey firmed 2p to 182p.

The rest of the equity market started the new account on a confident note as investors shrugged off fears about the oil price and the imminent rise in interest rates. However, turnover appeared thin although dealers are confident it will improve over the next few days as the spare funds tied up in the TSB flotation find their way back into the market.

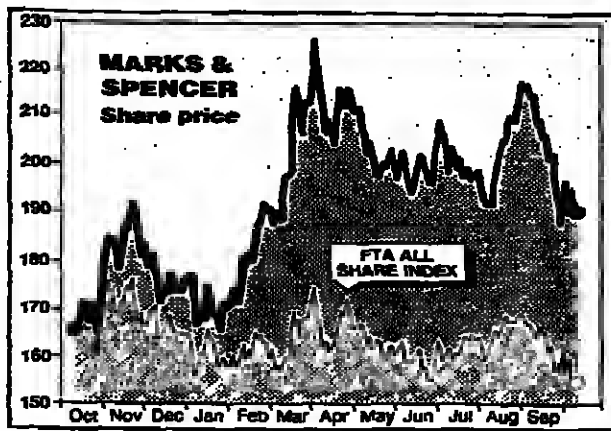
The FT 30-share index ended the session 10.0 higher at 1,275.4, while the broader FT-SE 100 index advanced 12.9 to 1,612.3.

The steadier pound enabled gilts to finish with gains of up to 1/4%.

The partly-paid TSB shares were the most actively traded stock of the day with dealers reporting good two-way business. The institutions started buying early on when the shares fell 3/4p to 82p. They recovered to close just a penny lower at 84 1/4p. City experts expect the price to rally towards the end of the week, once most of the small stages have been shaken out and the institutions begin to buy in a big way.

The rest of the banking sector was dull. Those to move were Lloyds, a couple of pence easier at 412p and Midland, 3p higher at 537p. Most leaders improved on the day with BOC going up 12p to 314p and P&O 8p to 508p. Blue Circle and Glaxo, which publishes its results later today, both gained 5p to touch 581p and 940p respectively, and Asda firmed 4p to 162p.

Rio Tinto-Zinc, the diversi-



fied minerals and oils company, was actively traded after announcing the reduction in its stake in CRA, the Australian mining group. It is reducing its holding from 52.3 per cent to 49 per cent, a move

679p, a 17p rise, amid talk that it may bid or be bid for. This latest move in its share price comes despite a "take profits" circular published last week by Buckmaster & Moore, the broker.

Marks and Spencer, often regarded as jewel in the high street crown, has been a dull market of late struggling around the 190p level. But analysts are convinced that better times are on the way. Yesterday the price advanced 8p to 198p - still way below its peak of 227p - and is thought, at these levels, as cheap.

Later today, the group is opening its latest prestige store at the Metro Centre, Gateshead, which is being hailed as one of the most ambitious shopping centre developments since Brent Cross. Tomorrow, the group is throwing open its doors to a coachload of analysts from the City anxious to give the new store the once over. They might also try and glean something from M&S about its interim figures due out later this month.

The group has enjoyed some brisk trade over the past couple of months and is expected to weigh in with pretax profits of £155 million for the six months to September 30, compared with £137.7 million for the corresponding period.

Boots, the retail chemist, remains high on the list of likely takeover targets following a dull performance of late with the price expanding a further 5p to 236p. The group makes no secret of the fact that it is on its guard against possible unwanted predators.

Lord Hansoo's Hansoo Trust is known to have bought

about 3 per cent of the shares and may have been topping up his holding last week. Hanson may just be attracted by the high level of assets at Boots, including a large property portfolio, and will realize just how vulnerable the shares are following the recent controversial acquisition of Flint Laboratories in the US.

There is also plenty of activity in the shares on the traded options market where dealers have reported plenty of call option business.

Meanwhile, there was also selective support for the rest of the retailers helped by a bullish circular on the sector from Wood Mackenzie, the broker, and highlighted in this column on Saturday.

Wood Mackenzie expects

Deer Corp, the Fine Fare and International Stores food retailer, rose 3p to 218p after last week's shakeout, which saw the price retreat from 235p. A line of 25 million shares (4 per cent) belonging to one institution had been overhanging the market. It was placed by James Capel, the broker, at about 216p.

small investors to plough back most of their profits, amounting to around £100 million, from the flotation of the Trustee Savings Bank into the high street. That should be good news for the big stores groups in the run-up to what promises to be another bumper Christmas.

Mr Paul Ainsley, retail analyst at Wood Mackenzie, thinks companies like Freemans, up 8p at 428p, and Next, 4p dearer at 237p, should benefit from the forthcoming spending spree.

Mr Ainsley is also keen on Burto Group, 12p higher at 278p, which is forming a new £100 million property company to buy, develop and sell properties. The new company will still be controlled by Burton, which is funding the deal with £30 million of its own money. The remaining £70 million is being provided by a consortium of banks led by the ANZ Bank.

Burton boasts a number of top stores on prime sites.

TEMPUS

Bryant Holdings digs in to investors' pockets

Shareholders should be pleased with the preliminary results announced today by the housebuilder Bryant Holdings. Pretax profit for the year to May 31 was up 15.8 per cent to £13.5 million on turnover up 30 per cent to £157 million.

Without the five-fold jump in interest charges to £2.2 million, the rise in profits would have been nearer 30 per cent. But to stay in business and ensure a sufficient land bank for developments three or four years ahead, a housebuilding company must keep buying land. And land prices have been rising steeply.

Land costs have risen most in the South-east where Bryant, traditionally thought of as a Midlands builder, has been increasing its activities steadily. Its policy of expanding in the more prosperous areas while reducing its interests elsewhere is inevitably increasing the cost of maintaining its land bank.

As a result, year-end borrowings more than doubled to £24 million. For a company used to a debt-equity ratio of about 17 per cent, it found itself at the end of last year with debt standing at 38 per cent of shareholders' funds.

Compared with many companies inside and outside the building industry, 38 per cent gearing is far from alarming. But faced with the prospect of ever-rising borrowings if it were to attempt to maintain its land bank out of cash flow, Bryant has decided that the time is right to ask shareholders for £17.4 million, to be raised by way of a rights issue on the basis of one new share for every four held.

The group is optimistic about the prospects for this financial year. The summer was not ideal for builders, but the autumn has been excellent and the level of forward sales is good.

The company is not varying the number of houses built of about 2,000 a year but the average selling price has risen from less than £40,000 in 1984-5 to nearly £50,000 in 1985-6. Part of this reflects the higher quality, but the company is also improving its margins, a trend which is continuing this year.

The rights money will help bring down interest charges and the company should be able to make £16 million pretax in 1986-7.

The prospective multiple of 10.8 is fair and reflects the company's property interests where the outlook beyond 1987 is strong. The share price is underpinned by the 5.3 per cent prospective yield.

IBL

The esoteric world of computer leasing must have caused a few institutions concern when they backed the flotation in June last year of IBL, one of the largest companies in the business.

Many must have regrets. The shares, launched through a full offer for sale at 140p, have been down to 45p, after confirming the City's suspicions that the sector is only for the brave.

IBL's lapse from grace was principally due to taking its eye off the ball in France, where the local management took on large unprofitable business, leaving a deficit of £3.5 million and causing profits for last year to slip from £7.5 million to £6 million.

The half-year figures show that remedial action is beginning to work. Pretax profits show a 48 per cent increase to £1.5 million and the interim dividend is being maintained at 0.4p a share.

Thanks to some tough management action, the French business is breaking even and should be back in the black by the end of the year, although there have been further write-offs of about £300,000.

In the United States IBL is expecting a lot of new business in the second half.

Overall, IBL has been concentrating on repeat business with existing clients rather than looking for customers in a market becoming increasingly competitive.

The shares rose 5p to 58p. It will need a period of sustained progress to see them go much higher.

Avis Europe

Trying harder has done great things for Avis. The business has come a long way since Warren Avis founded his first

car rental counter at Willow Run Airport, Detroit, in 1946.

The group is a household name in the US, and the market leader in Europe. It is the European business which is coming to the market later this month. The issue, at around £70 million, is sizeable and should be of special interest to European investors.

There is to be a preferential allocation of shares to European institutions and the directors are off on a road show to Europe this week.

Half of the £30 million of new money raised will pay for the 50 year royalty due to Avis Inc for trade mark and systems licences. The US parent will retain a shareholding of about 35 per cent, and it can end its licensing agreements if a competitor acquires more than 35 per cent of Avis Europe.

Car rental in Europe is an established market thought to be worth around £1.2 billion a year. It is considered to have good growth potential. Although rented cars are increasingly employed for business and leisure, the frequency of use is still well below the level achieved in the US.

Avis Europe hopes to build up a network of regular business customers.

The use of Wizard, a computerized reservation system, has been crucial in maintaining a high level of customer service while keeping costs under control.

Fleet leasing and management is a perfect match for the core car rental operation. This is a growing part of Avis Europe's business and is a likely area for acquisition.

Avis Europe has a good record and an experienced management team. Moreover, the kudos attached to gaining the services of Sir John Bembridge as chairman should not be underestimated.

When the full prospectus is published next week it is likely to reveal a price which will value the shares at a premium to the market of around 15 per cent, if this is indeed the case the issue should attract reasonable interest.

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C. Hoare & Co.	10.00%
Hong Kong & Shanghai	10.00%
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THE TIMES UNIT TRUST INFORMATION SERVICE

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UNLISTED SECURITIES

Table of Unlisted Securities listing company names, prices, and changes.

INVESTMENT TRUSTS

Table of Investment Trusts listing various trust names, prices, and yields.

COMMODITIES

Table of Commodities listing prices for various goods like oil, sugar, and metals.

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Edited by Matthew May

COMPUTER HORIZONS/1

The bleaker prospects in a young industry

Young graduates, milk-rounded up by one of the major computer companies, are often led to believe that there is a job for life.

They are usually offered a pension which matures when at 65 and some hope they will end up well on the route to managing director.

Each year there is often an appraisal according to the company's career development programme and the personnel manager counsels how they should progress over the next five years.

Technical and management courses may be proposed, but often by the graduates' late twenties the manager starts saying there is no time to go on training courses.

Contemporaries posted abroad start noticing they cannot slot back into the home hierarchy easily when they return to Britain, and both groups start to see that most of the top brass are not long-serving members of the company.

There do not seem to be many people over 45 in positions of responsibility and anyone over 50 seems to be in a clerical job.

At about 35 our graduates' real promotion tends to slow

up, although salary rises may give an illusion of progress.

By 40 they may well have less responsibility than five years before, while courses become an embarrassment in case they are shown up by younger recruits.

At this stage employees can start believing they can no longer cope with new technology and lose touch with the changing marketplace outside, directing attention towards to company politics.

The personnel manager is no help busy filling all the

VIEWPOINT

By Richard Sarson

good positions with dynamic young thrusts from outside. Our recruits go into a shell praying they will last until 65 to collect a full pension.

They won't. A cyclical crash comes around, as they do every three to five years in the computer industry, and they are out on their own aged 45-50.

At that age, our disillusioned graduates should have been in the prime, with a wealth of experience and wisdom.

We keep on hearing about

the desperate shortage of information technology skills and yet our large companies too often demotivate their most experienced people and then get rid of them.

This is largely because, with the computer industry only 25 years old, the problem of what to do with aging computer professionals has only emerged during the past five years.

Top management should perhaps look at more flexible forms of employment, more attuned to today's volatile business in which staff numbers can go up and down like yo-yos.

For instance, there is the Rank Xerox networking experience, now nearly five years old. This helps entrepreneurial executives to set up their own businesses while still supplying Xerox with their expertise from the end of a datalink.

Despite the success of this venture, for both Xerox and the networkers, no other major company has followed suit.

Otherwise, the aging computer executive too often sits out the last 15 years of a working life in less and less demanding jobs waiting for the pension to come up.

This does neither them nor the industry any good.

Why the East is looking West

Following in the footsteps of their car companies and consumer-electronics concerns, Japanese semi-conductor and office-automation manufacturers are looking to trade, manufacturing and research agreements in the US, the UK and Europe to improve their position in the world.

Like Hewlett-Packard and Honeywell, which both have European research arms, Epson becomes the first major Japanese manufacturer to establish a fully self-supporting research-and-development facility outside Japan and it will be in Britain.

Epson's European Research and Development Centre will be based in Milton Keynes, starting next week with a staff of 15 that is planned to be

START-UP

By Geoff Wheelwright

increased to 25 during 1987. Dr Alastair Mackintosh, design and development manager, said it will be aimed at both providing input on products for the European market and on carrying out product design, standards and specification work in conjunction with the parent company, Epson Seiko, in Japan.

More significantly for Britain, however, is that it will



Epson's Alastair Mackintosh: Providing inputs on products for the European market

pave the way for the opening of an Epson manufacturing facility in Telford by next May or June.

The factory, aimed primarily at manufacturing cheap computer printers for the office personal-computer market, will employ up to 100 people and produce up to 10,000 units a month.

Epson said it chose the UK over any other European cen-

tres because it was one of the company's strongest sales markets. By spreading its presence around Britain, Epson also takes advantage of area development grants.

It was only two years ago that the Government helped Commodore build a huge manufacturing and development facility at Corby, employing up to 600 in its heyday, and now reduced to a

mere shell as Commodore was forced to move to a smaller facility at Maidenhead, Berkshire, with a staff of less than 100.

Obviously, development authorities are not going to turn away blue-chip companies such as Epson, but the experience they have had with the likes of Dragon, Commodore and other boom-bust manufacturing facilities makes them a lot more careful.

Is IBM falling behind?

IBM's profit fell by 37 per cent in its third financial quarter because of lower orders and shipments. The figures announced yesterday showed earnings of \$1.07 billion (about £738 million) down from \$1.47 billion. Sales for the quarter rose 2 per cent to \$11.91 billion (£8.2 billion).

IBM shares dropped \$7 last week after the company announced there would be little improvement in sales over the next nine months.

It is certainly not alone among computer manufacturers in suffering from a sluggish marketplace. But it faces two distinct and separate problems: fierce and successful competition from the makers of cheap personal computers that are clones of IBM's and, in the area of larger computers, the success of a competitor, Digital Equipment, the world's third-biggest computer company.

But not even IBM responded to both problems. The first was an agreement with the chip manufacturer Intel to swap technology in a move widely interpreted as an attempt by IBM to find a breathing space against the PC-compatible makers. The agreement will involve the companies in developing jointly designed, custom-built chips. Custom-built chips could produce a new range of personal computers that

THE WEEK

By Matthew May

will be more difficult and expensive to copy.

If IBM is not to give up the personal computer end of the market, such a policy could be necessary. Amstrad's PC compatible 1512, for example, starts at under £500 and each model in the range is about half the price of an IBM.

They are on test in several large companies in Britain and while corporate orders have yet to flood in, the tests are an indication that fears that the Amstrad image will prevent firms from switching from the established reputations of companies like IBM may be unfounded.

In contrast with IBM, Digital Equipment to August announced fourth-quarter earnings more than double, giving a 38 per cent rise in profit for the financial year to the end of June.

While IBM is discussing reductions in its US workforce - 12,000 over the next two years - Digital is to recruit 1,000 people in Britain alone during the next 12 months (see page 9).

IBM has suffered in the microcomputer market, in particular, from a lack of compatibility between its own ranges where Digital's Vax computers have been taking IBM customers.

IBM's response last week was to announce a range of relatively inexpensive mid-size computers that can communicate with its mainframes, personal computers and one another.

The new range, the IBM 9370, is based on the architecture of the company's 370 machines with prices in Britain ranging from about £50,000 to £350,000.

COMPUTER APPOINTMENTS

Cambridge Corporate Consultants Limited Personnel Division

Software Section Leader

Cambridge £20-25k+car+benefits

Acorn Computers Limited is respected world-wide for its innovation and success in some of the most advanced technology markets. The company has maintained an excellent reputation in micro-computing research and development, and for its ability to take leading-edge technology to the market. It has a new organisational structure, a solid financial base and an enviable European network of resources.

A new position has been created for a Software Section Leader in the Systems Development Group. The Group is responsible for resourcing and managing development work and for creating the infrastructure necessary for its support. The technical responsibilities of this position involve defining and implementing software development procedures for the whole division, providing software consultancy for new product development, and advising on software and hardware purchases necessary to support the group's activities. The managerial responsibilities include co-ordinating the software group's personnel resources and identifying its future needs, and ensuring that development targets are met efficiently and punctually.

You are likely to be a first class graduate with substantial technical management experience, gained ideally in small software development projects. Specific expertise in C, Modula, UNIX or VAX would be an advantage, as would experience of relational database design or software quality assurance. Age is not important, but you must be a mature individual capable of conquering complex software problems and leading a high-calibre team of programmers.

In the first instance, please send your CV to Giles Thomas quoting reference GT/A/04-20 at Cambridge Corporate Consultants Limited, Mount Pleasant House, 2 Mount Pleasant, Cambridge CB3 0BL.



Only two weeks left to enter

There are two weeks left to enter the 1986 UK Computer Press Awards sponsored jointly by The Times and Hewlett-Packard.

It is the third year for the awards designed to encourage good standards in an area with more than 200 publications.

Entries must be based on articles, magazines, pictures or programmes printed or broadcast between November 1, 1985 and October 31, 1986.

The eight categories are: Computer Journal of the Year Computer Journalist of the Year (news) Computer Journalist of the Year (features) Computer Columnist of the Year Computer Photographer of the Year Best Designed Journal of the Year Technology Programme of the Year Computer Press Personality of the Year.

Entry forms and a complete copy of the rules can be obtained from Horsley Associates, Capital House, 20-22 Craves Road, London W2 3PX (01-402 3347).

Videotex passport to all countries

By Keith Hindley

On Thursday the world's first international videotex card that can turn any IBM or compatible personal computer into an open system will be launched in West Germany, according to claims by a group at the Technical University of Berlin.

The Teles X+T Card 2 is said to make instant access to the markets of Japan, France, Australia, West Germany, the US and others just a few keystrokes away.

In a demonstration in Berlin the company established contact with Britain's Prestel and France's Videotex system, using the software that comes with the card to deal with system connections and differences in interfaces.

Professor Sigran Schindler, the head of the design team, said: "There is currently no competitive product available and certainly nothing at all at a price of just DM 500 (about £80)."

The Berlin group will have stolen a march on the European and American computer houses if the claims for the new card are borne out.

Leading manufacturers have been wrangling for years about international standards for communications procedures and only recently has an agreement begun to emerge.

The new card could undermine the need in certain fields for some of these agreements and at a price that astonishes many UK companies.

Dr Schindler claims to have achieved the impossible by incorporating much of the

interfacing in the hardware, rather than in the accompanying software package.

The card makes use of four standard V24 serial interfaces, which can be used simultaneously or independently of each other. It is designed for "handy" use.

When a connection fails, an alternative network is instantly sought and implemented. In effect, the card provides a series of gateways to networks normally alien to an IBM PC.

The card gives access to Telex and Fax networks and a range of communications protocols including those in use in North America.

The system will cope with security procedures at the remote computer, whether a public videotex network or a multinational company's own database.

The card has already received approval from the Bundespost and Teletel in France. The equivalents of British Teletext, Professor Schindler said that initial sales will be confined to West Germany, but manufacturers from Sweden and Britain are discussing marketing.

This week's launch will involve just a videotex card, but the group is working on a more sophisticated version which will include many powerful digital transfer protocols, as well as videotex.

"Advances like this come to those who work the hardest and fastest. I think my card may cause serious turbulence in the electronics marketplace," Dr Schindler said.

BUILDING FOR YOUR FUTURE

Advertisement for various computer jobs including Systems Analysts, RPE R/M Programmers, Senior Microprocessor Design Engineer, and Move into Banking. Includes contact information for various locations like London, Surrey, and SW London.

Advertisement for Sales positions with titles like Sales Exec, Network IBM PC's, and Move to CAD/CAM. Includes contact information for various locations like London and various territories.

ICONS advertisement featuring a large graphic of the letters I, C, O, N and contact information for evening members and a recruitment notice.

Can we keep the powerful genie in its place?

Anyone who has watched children almost hypnotically absorbed by the dazzling display of a video game cannot help but recognize the computer's peculiar power to spellbind its users.

Fortunately, the most excessive form of this electronic enchantment seems to have lost its hold on the adolescent imagination; the video arcade is fast declining in popularity.

But what we have seen there at its extreme is a capacity to fascinate that has been connected with the computer since the earliest stored-program machines arrived in the universities.

It reaches back to the first generation of young hackers at a few select computer labs, like that at MIT. Hackers have always been a freakish minority, highly gifted minds for

machine was the enthralling sense of power it gave its user, or rather its master. For one did not simply use a computer, one had to take intellectual control of it.

This was a complex machine, an "embodiment of mind," as Warren McCulloch once described it, and it could easily elude effective application. Yet, even when it did so, its misbehaviour arose from some rigorously consistent extension of its programming that demanded understanding.

It was not like an automobile, which would malfunction simply because a part wore out; its problems were not merely physical. They could be corrected only by tracking the bug through the dense logic of the machine's program.

But if the hacker mastered that logic, he could bend the computer to his will. ("His" is historically correct here; notably, nearly all the early hackers, like most hackers since, were male, many of them living in "bachelor mode.")

As one computer guru reported to Steven Levy, who has written the best history of the early hackers, there was a day when he came to the "sudden realization" that "the computer wasn't so smart as all that. It was just some dumb beast, following orders, doing what you told it to do exactly the way you determined. You could control it. You could be God."

But the satisfaction of becoming the machine's god, of lowering it to the status of a "dumb beast," is not available to everyone; only to those who can outsmart the smart machine. First it has to be respected as an uncanny sort of mind, one that can perform many mental tricks better than its user.

The relationship of the human being to the machine is, thus, an ambivalent one, a complex mixture of sensed inferiority and the need to dominate, of dependence and mastery.



□ In the second extract from his book, *The Cult of Information*, published this week, Theodore Roszak, above, looks at the influence of computer power

whom the intricacies of the computer can become an obsession, if not an addiction; yet they play a crucial role in the history of the technology.

They were the first to give themselves fully to the strange interplay between the human mind and its clever mechanical counterpart. That interplay deserves the careful attention of educators because it carries within it a hidden curriculum that arrives in the classroom with the computer.

Among the hackers, one of the main attractions of the



Man and modern machine: will it ultimately have an intelligence beyond man's?

"Like Aladdin's lamp, you could get it to do your bidding. That is how Levy describes a certain exhilarating moment of truth in the early hackers' encounter with the computer. But like Aladdin's lamp, the machine holds a genie more powerful than the human being who temporarily commands its obedience.

The word *power* is freely sprinkled through the literature of computers. The computer is a "powerful tool"; it is fuelled by "powerful theories" and "powerful ideas". "Computers are not good or bad," Sherry Turkle concludes in her study of the psychology of young computer users. "They are powerful."

As we have seen, computer scientists have been willing to exaggerate that power to superhuman, even god-like, dimensions. Perhaps it will soon be "an intelligence beyond man's".

These heady speculations on the part of respected authorities are not simply whimsical diversions; they are images and aspirations that weave themselves into the folklore of the computer and become embedded in the priorities that guide its development.

The Cult of Information: The Folklore of Computers and The Art of Thinking, by Theodore Roszak, is published by Lutterworth Press this week, price £12.95.

For a better-paid future, put yourself in consultancy mode

In the world of information technology, how can you best change jobs without changing jobs? The answer must be to become a consultant - it is often seen as one of the few ways to have a career with stimulus and challenge while working with or at a variety of different companies.

By definition, consultancy conveys the impression of knowledgeable advice, something with which the computer industry has been keen to identify. You can now be a sales consultant, software or hardware consultant, systems or communications consultant and more. Whether or not you are a real consultant is another matter.

In recent years information technology has been playing a greater role in the affairs of many companies. This has created many opportunities for data-processing people who have an understanding of particular computer subjects as well as an outlying grasp of business affairs. The computer industry, ever quick to recognize new opportunities, in the 1970s formed a new generation of consultants all eager to capitalize on their knowledge of information technology and often at the expense of established management consultants.

Computer-services companies increasingly broke into the domain of corporate-level consultancy to assist organizations eager to computerize. Due to the financial aspects and implications of computer-based accounting, the consultancy profession was also eager to become involved in computing, thus extending its own consultancy roles. Similarly, engineering consultants found computer techniques creeping into their areas of activity.

But it soon became obvious that in-depth understanding of computers without substantial business, management or accountancy knowledge, was not enough. Management consultants themselves need to get to grips with information technology, while engineers have to grasp the potential integration of computer-based accounting and administration with engineering and manufacturing operations.

The result of this in recent years has been to shift the emphasis of corporate-organizational advice into a higher gear, demanding greater-than-ever expertise, professionalism and across-the-board experience of those who call themselves consultants.

The fulcrum of this shift is information technology, moving ahead at such a pace that companies big and small are crying out for professional advice and help. Salaries start high and go ever upwards for those who have what it

takes. It is still a boom time for the consultancy profession.

Key indicators in career opportunities include a Computing Services Association survey which shows that 83 per cent of the CSA's 25 member firms offering consultancy, independent of other computing services, expect rapid real growth in consulting to continue at 20 per cent a year or more. The 27 member-firms of the Management Consultants Association - for a consultancy to be a member 90 per cent of its consultants must have recognized qualifications approved by the Association - reported a 40 per cent growth in the UK consultancy last year.

More than 8,000 clients generated £142 million in consultancy fees for MCA members in 1985, with information technology accounting for £34.5 million.

Today it is believed that 35 per cent of all management-consultancy fees are for work in information technology and it is growing annually. It is estimated that between 800 and 1,000 new consultants

JOBScene

By Eddie Coulter

will be required in the next year, most with computer orientation.

But while the demand for consultants increases, so too do the number of people who want to make consultancy a career. Of the roughly 1,000 honours graduates who applied for jobs to consultancy companies last year, one in 27 was accepted.

Even experienced professional people have to be good to achieve the move into the ranks of management consultants. In one company, calling for professionals of at least five years' experience with an MBA to their name, applications were 30 times over-subscribed.

So what attributes does a consultant need to enter this lucrative market in which some specialists advising on technology for Big Bang are said to be earning £100,000 a year?

Some applicants with good degrees from a top university may be able to start off in a consultancy firm. And they could earn £15,000 a year direct from university.

However, they will have to take specialization, such as accountancy or computer discipline, as well as natching up a few years' practical business involvement before moving ahead to become a real consultant.

As experience grows, the opportunities to become a consultant improve.

Twenty-eight to 38 year-olds with good degrees can expect to earn up to £25,000 a year when they start in consultancy.

They will, however, have to show up to five years' experience in applying, say, computer-based skills in IT strategy, network planning, office automation or design methodologies.

Across-the-board experience becomes ever-important for those consultancy candidates who are older (in their 40s) or seeking to move up the ladder of management within consultancy and salaries of £35,000 a year and beyond.

Additionally, consultants must have practical specialization at depth in areas such as corporate policy, financial management, marketing, production, human resources, management sciences and technology management.

Wide-ranging expertise including information technology is important, explains Brian O'Rourke of the Management Consultants Association. He said: "Computers fit within the organisational structure and decisions on information must be taken as part of management's overall tasks."

An enhancement to a consultant's qualification is admission to the membership of the Institute of Management Consultants.

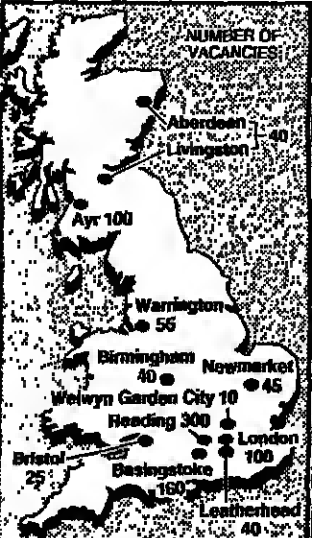
Greater recognition of the role of information technology in consultancy, as seen by the institute over the years, has served to distinguish the "tunnel-vision" singularly-disciplined computer consultants from the professional management consultants specializing in technology.

Indeed a number of pure management-consultancy firms are now members of the Computing Services Association, as are some of the top accountancy firms who have created management and computer-consultancy divisions.

Alongside these are the computer-services companies, who also offer consultancy - from specialization in a specific IT discipline in the higher echelons of management consultancy.

Andrew Davies of the management-consultants division at Touche Ross says: "There is an increasing trend for senior members of the computer industry to move over to high-level management consultancy."

Information and careers advice is available from the Institute of Management Consultants, Alfred House, 23-24 Cromwell Place, London SW7 2LG, tel. 01-584 7285. The Management Consultants Association may be contacted on 01-584 7283, the Association of Professional Computer Consultants on 01-267 7144, the Computing Services Association on 01-405 2171.



More jobs in services

■ Firms dealing in computer services increased their staff by an average of 11 per cent last year, according to figures from the Computing Services Association (CSA). But shortages of skilled staff are still the prime factor in limiting growth, it says.

Turnover for members of the CSA has grown by 23 per cent to £1,454 million for the year ending in June 1986, while average revenue per employee has increased from £33,600 to £37,700.

Doug Eytelson, director-general of the CSA, said he was encouraged by the figures "because they show that the problems affecting the hardware industry have not been passed on to the computing services business".

Small exemptions

■ Small businesses should be exempt from parts of the Data Protection Act, says the Institute of Chartered Accountants. A memorandum sent to the Home Secretary, Douglas Hurd, earlier this month criticizes what is described as the complexity, ineffectiveness, administrative cost and burden of registering under the Act.

On complexity, the memorandum says: "Because the registration requirements are difficult to understand and to implement, large numbers of data users view the Data Protection Act with apathy and will probably not register at all unless and until the registrar forces them."

Training watchdog

■ A new watchdog for training courses in information technology has produced its first register of accredited training establishments. The group, formed by the British Council and seven other computer-related

COMPUTER BRIEFING

organizations, was set up after complaints, especially from foreign students about the quality of some of the private firms that offer computer training courses.

The register lists the 16 training institutions which have currently agreed to conform to a code of practice specified by the Information Technology Training Accreditation Council.

The code covers such areas as misleading advertising, the use of testimonials, written by a staff member or relative, and the rights to refunds. An expanded register is expected to be published next summer.

Chip aid

■ A charity to be funded by the computer industry has been formed by a group of senior executives to help the disabled benefit from information technology. Called Humanitec, it hopes

to get most of its funds from corporate donations related to the size of the donor company as well as special fund raising events.

It will be launched on November 11 with a charity dinner at the Savoy Hotel (tickets £75 each). Alexander Reid, one of the founders of the charity, says it is hoped that Humanitec will be the computer industry's equivalent of the Variety Club for show business.

Further information from 130 Buckingham Palace Road, London SW1 9SA.

PC repair bar

■ A walk-in repair service for personal computer users in and around London has been opened in Kennington, SE11. Set up by Air Cell Microcomputers, it is described as the first PC Repair Bar and promises to repair most broken PCs or peripherals while the customer waits or provide an on-the-spot quote for repairs.

John Edwards, managing director of the

company, hopes it will be the first of many. Further information on 01-735 0722.

Upmarket hard discs

■ While the low end of the PC market becomes increasingly populated by cut-price "box-shifting" manufacturers, so the add-ons for the basic PC become more and more a commodity business.

One of the principle such add-ons is the hard disc mass storage device, which can typically give a computer up to 50 or 60 times the amount of storage it normally offers.

One pioneer was a Scottish manufacturer, Rodime, which is to move upmarket with two high-capacity, hard-disc units to match the speed and performance of new computer processor such as the Intel 80386 and the Motorola 68030.

The first is a 3 1/2 in. hard-disc unit offering between 40 and 50 Megabytes of storage - more than 100 times that amount on a standard 360k computer floppy disc. The second is a 5 1/4 Megabyte 8 in. hard disc.

DEC plans thousand new jobs

Digital Equipment intends to hire nearly 1,000 extra people over the next 12 months, increasing the number of employees by 18 per cent.

Eight hundred will be in the high-technology field, and in particular the company needs 120 computer engineers for its research-and-development centre based in Reading to develop new office-automation and communications products.

Other jobs include software consultancy, engineering, servicing as well as marketing and sales. DEC may face a tough task in some areas where there are serious skill shortages, although the company says engineers in particular may be attracted for the experience as it "recognizes that the research centre will also act as a platform for a number of engineers to launch other careers after they have left DEC".



"I've brought it in for its 20 billion millisecond service"

ANALYST PROGRAMMER

Senior speed II Analyst/Programmer to provide Marketing Technical and Training support to European Area Distributors from UK office. Position requires minimum two years work in speed two and applications-sales support and project management required. Send letter and CV to Cayle Europe, Exchange House, 11 Market Street, Maidenhead, Berks.

Ups and down of DMV, the big little three newcomers

GRAPHICS

By Peter Simmons

computer screen such that it had a meaning - that is, so that it could be communicated to underlying programmes that would simulate the eventual behaviour of the circuit, check for bugs and so on.

So the idea of electronic design automation, or Computer Aided Engineering, was



Daisy's UK boss, Peter Harverson: company not ripe for takeover

born. It was these researchers, Kurt Widdoes and Tom McWilliams, who founded Valid. The research was in the public domain, yet only the three companies were able to pick up and run with it.

The need for their products is not likely to go away. They provide tools that are used to translate a product concept into a functional circuit, whether it is an integrated circuit or complete system mounted on a printed-circuit board.

There are several factors behind the demand. As devices become smaller and more complex, the old manual design techniques become less effective and less efficient and as product life cycles become shorter, design phases and time, to market have to be

squeezed to their lowest possible limits. Users of high-tech products become more discerning and quality is at a premium.

All three companies offer a powerful range of tools for the definition, analysis, debugging, checking and physical layout of electronic systems and circuits, with links to the manufacturing and test processes. They lure customers with prospect of fast design and "right-first-time" designs without the hassles of repeated prototyping. Where they have traditionally differed has been in the choice of manufacturers' hardware.

Daisy began with its own proprietary workstations, but has subsequently added IBM PC and Vax versions of its design systems. Mentor has always supported Apollo workstations but seems likely to announce support for Vax and IBM, too.

Though Valid also started out with proprietary hardware, it had the foresight to opt for industry standards, such as the Unix operating system and Ethernet local area networking from the start. It now has the pleasure of seeing almost everyone else adopting them in some form or another. Valid also offers systems based on the PC AT and the DEC Microvax II.

Even these rising young stars, however, have suffered from the vagaries of the electronic and computer marketplaces. Mentor's earnings fell last year, mainly because it had expected sales of \$180 million rather than the \$130 million actually achieved.

Daisy, meanwhile, has been through the wars. After heavy 300 per cent growth in sales in 1985, it hit trouble with two consecutive loss-making quarters this year. Its first lay-offs and the sudden departure of its charismatic co-founder and

Continued on next page

COMPUTER APPOINTMENTS

OVERSEAS POSITIONS

*** TAX FREE SALARIES ***

The Royal Oman Police is a large national force. In addition to law enforcement the ROP is responsible for Customs, Immigration and Vehicle/Driver Licensing.

Hardware includes a dual 4381 configuration running MVS/JES2/IMS/CICS, and Wang VS hardware. The ROP Directorate of Computers is housed in a prestigious new purpose-built computer centre in the Capital, Muscat.

In order to maintain its position as one of the top Gulf installations, dynamic and dedicated professionals are required as follows:

- APPLICATIONS DEVELOPMENT MANAGER** (Salary US \$ 35,100 p.a.)
Minimum of eight years in a large IBM applications environment. Must lead by example having managed at least one major IMS/CICS project from start to finish. Thorough working knowledge of CICS, IMS, 1.3, MVS/SP, COBOL/PL/I and MVS JCL. Commitment to standards, documentation, and meeting timescales.
- TECHNICAL SERVICES MANAGER** (Salary US \$ 35,100 p.a.)
Minimum of eight years in a large IBM MVS multi CPU environment. The last 5 years must have been in supporting an on line environment using MVS, TSO, IMS, CICS, and JES 2. Thorough knowledge of this software is required.
- SENIOR SYSTEMS PROGRAMMERS** (Salary US \$ 25,775 p.a.)
At least five years IBM systems programming experience of which the last three must have been in either an:
a) MVS/CICS/IMS environment. Expert knowledge of CICS 1.6 internals and IMS 1.3 with DBRC required, as is fluency in Assembler and Command, and Macro Level CICS
OR
b) MVS ACS/VTAM and ACF/NCP environment. Expert knowledge of VTAM and NCP internals required, as is knowledge of other networking software e.g. NCCF, NPDA, LPDA, etc., and Assembler
OR
c) MVS Operating Systems environment. Expert knowledge of MVS internals and TSO required. Knowledge of MVS/JA advantageous.
- SENIOR ANALYST/PROGRAMMERS** (Salary US \$ 25,775 p.a.)
At least five years IBM applications experience, of which the last 3 must have been in an on line MVS installation. Thorough experience in developing COBOL and/or PL/I applications in an IMS/CICS realtime environment. Able to undertake analysis work with a minimum of supervision, and work to strict implementation and documentation standards.

The appointments are family status and offered on contract terms of service for an initial period of two years. Salaries shown are tax free in Oman and calculated at current exchange rates. They include a 25% end of contract gratuity. Also provided is free furnished air conditioned accommodation, car, medical treatment and 45 days (Technical Services Manager and Applications Development Manager 60 days) leave per annum for which air return fares are paid.

Applications with detailed curriculum vitae attached and contact telephone number (s) should be mailed so as to arrive not later than 31st October, 1986.

Address applications to:
The Inspector General of Police and Customs,
For Attention of Asst. Inspector General (D.G.P.)
C/O Mr. E. Hollin,
62 Richmond Road,
Worthing,
Sussex, BN11 4AF.

A home network that suits everyone

Frank Townsend had dreamed for years of escaping the high-technology rat race and pursuing a gentler existence in west Wales. But he assumed he would have to wait until his retirement before he could move there.

He was wrong and now lives in rural splendour in Cymru while continuing his career in computing.

Mr Townsend is one of the growing band of networkers who manage to have it all—fishing in the morning, sailing in the afternoon and computing whenever it suits him.

There is nothing amateurish about the way he and his colleagues operate. Indeed, the three leading employers of such networkers—ICL, Rank Xerox and F. International—all say they are keen to expand their workforce.

NETWORKERS

By Ann Kent

Mr Townsend is officially a part-time employee of ICL, contracted to do 30 hours work a week and entitled to the usual holiday and pension benefits. He works from a spare bedroom, generally using a PC which allows him to network with clients all over Britain.

Like most networkers he stresses that one of the great charms of the job is its variety. One day he may be linked with a water-board computer 150 miles away, the next working out programs to enable people to buy their homes from the council, or thinking up a stock-control system for a diesel-engine manufacturer.

"I thoroughly recommend this way of working," he said.

"The cost of living is lower here and so 30 hours a week is enough. It leaves me plenty of time to enjoy my surroundings.

"Equipment is not a prob-

lem, provided you know the protocols. And if I do need a different machine, the company sends it by train."

Mr Townsend's boss, Diana Hill, also works from home. She started as a support programmer 14 years ago and increased her workload as her children grew older.

She is now general manager of a unit employing 150 offsite workers who specialize in software development and customer applications.

She said: "My people are all very professional and in every case this is a career—not a hobby. Because the industry moves so quickly, it can be difficult for people working completely on their own to keep up to date with developments.

"Computer consultants who have freelanced come to work for us because we can offer them training courses and career development.

There are tremendous advantages for women who become offsite workers because they can move to other parts of the country when their husbands change jobs without damaging their own careers."

Rank Xerox has a different system. Horrified by the escalating costs of office space, the company looked for ways to cut overheads while retaining the skills of highly trained staff.

It came up with a formula whereby it provided free machines on loan and a guaranteed amount of work, to be carried out on a contract basis. The former employees then left their jobs and formed their own computer consultancy businesses.

Phil Judkins, who heads management services at Rank Xerox, said: "It wasn't just about saving money on office space. With an increasingly well educated workforce, people seek the right to control their own work.

"We have 58 out-workers in



Phil Judkins: not just about saving money on office space

the scheme, with one or two new ones joining each month. I turn down one application in two. Not everyone has the resilience to be self-employed in this way."

"Our networkers stay with us and we regard this as a successful experiment."

While ICL's offsite workers provide services for ICL clients, Mr Judkins's outworkers mainly look for ways of promoting Xerox interests.

Market research, the defining of new overseas markets and activities, recruitment advice, public-relations work and financial analysis are increasingly provided by people working for themselves from home.

The biggest employer of networkers is F. International. The F stands for freelance—but because 95 per cent of the 1,000 homeworkers are women, it could just as well stand for female.

Home workers operate in teams under the guidance of a project manager and work on a contract basis at an hourly rate. Their spokeswoman, Rosie Symons, said: "Flexibility is what home-working is all about. All the jobs are estimated and planned, so people can arrange their child-minding well in advance.

"By working with us, women keep their skills alive, and that is particularly important in computing which is so short of good people. Home workers are paid pro rata the same kind of money they would get if they were employees.

"However, many people like the freedom they get from working in this way so much that they carry on even when their children are older. Those who stay comment that they rise to management positions much more quickly than they

did when working within companies."

F. International is installing a company-wide communications network. So far, more than 100 managers who are directly employed by the organization can now communicate with one another through the modem and electronic mailbox.

Next year the network will begin to be extended to the self-employed members, although it has not yet been decided whether they will buy their own computers or rent them from F. International.

Despite the public image of the networker beavering away at the keyboard, it is only relatively recently that computer homeworkers have needed their own terminals.

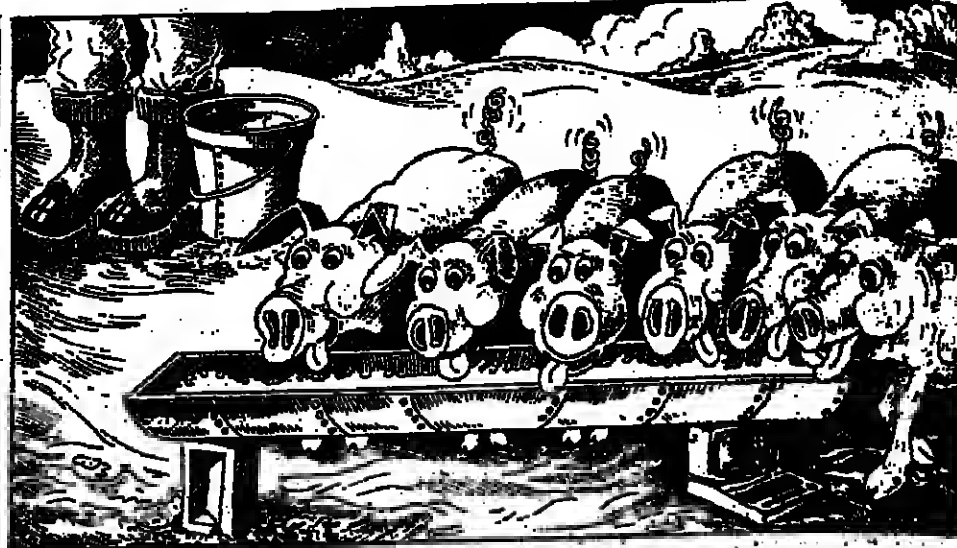
Previously, they were able to work out programs on paper and test them during visits to the client's own computer. The arrival of the cheap micro and the development of fourth-generation productivity aids is making this approach seem primitive.

Software now exists which allows a program written on a micro to be used on a PC or a mainframe. It can then be tested by making computer to computer contact by telephone line.

This means fewer visits will have to be made to the client and in turn will aid to the isolation of the networker.

Loneliness is already recognized as a problem and both ICL and F. International make a point of getting homeworkers together. This will be even more important when workers are no longer dealing with a voice at the end of the phone, but an anonymous subscriber to the electronic mailbox.

ICL, Rank Xerox and F. International demand at least four years' computing experience for those wanting to become networkers.



A poor use is reported in largely rural areas

Why the French prefer to play games on the system

The results of an inquiry into the use of the French videotex system reveal that on average, only half the terminals are used to access even the most basic of services.

The report, published by the Association Française de Télématique (AFTEL), provides some useful insights into French public attitudes towards Minitel and Teletel. It sets some of the wider claims about the system's success in some kind of context, and no doubt pleases British Telecom whose Prestel videotex service is often compared unfavourably to the French.

More than two million Minitel terminals have been distributed free to users in widely differing parts of France. Intended first as an electronic replacement for the hard-copy phone directory, three dial-up gateways into the Teletel network have been provided.

VIDEOTELEX

By Jonathan Reynolds

reflecting different charging methods, which together allow access to 1,600 on-line services.

The enormous growth in the number of terminals available for use and the consequent burgeoning of information providers to users of these terminals has meant, paradoxically, that little up-to-date information has been available on who uses the networks, and for what.

The first observation of the report was that out of the 1,000 people surveyed possessing a terminal, only one third made regular use of mainstream services—excluding the electronic phone book service. Two hundred others used the terminal only to look up phone numbers on the "annuaire électronique".

Of those who use mainstream videotex services, half consulted them at least once a week and 19 per cent every day. Two contrasting types of behaviour emerge: the small group of dedicated users and the large group of occasional users. Figures for regular use are substantially below the national population of terminals.

For comparison, Britain's Prestel service claims an average of 67,000 terminals. While there is no comparable information on Prestel use, the cost of the UK terminal alone would give a much higher number of regular users as a proportion of terminals attached.

The two contrasting types of user behaviour correspond to different demands made of the French system by users. Dedicated users tended to spend much of their time connected to games services or electronic messaging

hosts, while more prudent users concentrated on more practical services.

Network traffic as a result is dominated by tele-messaging, bulletin boards, lonely hearts columns all used, it would seem, by the dedicated few.

The typical French user is between 25 and 35 years of age. That tele-services are also seen as a predominantly urban tool is confirmed by the poor use reported in largely rural areas, despite the agricultural tele-services on offer there similar to Prestel's Farmlink.

The benefits are seen by users largely in terms of time and journeys saved over traditional methods—train tickets purchased and reservations booked.

However, for one regular user in 10, the tele-service they most often used had no traditional equivalent. This was a reason given for consulting all the top 10 services. The per cent is a relatively small figure, but significant.

Tele-services bring a new means of dealing with the need for information, because they offer immediate and selective access to a mass of data, or because they permit speedier transactions (financial or textual) to take place. They are not only substituting for traditional sources, but are also opening up wholly new markets for information in France.

But such time savings are not without cost to the user—this was the most criticized aspect of the service. Teletel has the reputation of being an expensive service.

Users who spend hours on the pay-as-you-use service have been tending to receive unpleasant surprises every couple of months in the form of a bill. Thirty per cent of users claimed they had stopped using a particular service because of its cost.

The report attributes such complaints to the mysterious inability of users to multiply the number of hours used by the cost per hour, but information providers are not keen to display the cost of their services in a prominent place on the screen.

While electronic messaging for the minority occupies much of the Teletel network's activity, it is the majority of users and their needs which the report concludes will shape the future form of the network.

These tendencies should also allow the true features of value of tele-services to emerge: avoiding wasted time; avoiding problems in business transactions—financial, booking, ordering services. In short, making life easier for the urban professional.

Jonathan Reynolds is a research associate at Templeton College, The Oxford Centre for Management Studies.

Open up a new channel of communication.



The payslip is possibly the most volatile document a company produces, a tangible token of how much an individual feels valued.

Any upset in its sensitive balance of additions and deductions will cause a disgruntled queue to form at the door of the Payroll Office.

Delay in backdating a pay increase, commission not accounted for, a sudden tax rise... the effects of such unexplained events can throw a long shadow.

Yet the right human resource software can have a wholly positive effect on people's morale.

Not only can it more easily accommodate changes, but actually explain those

likely to give rise to queries.

When British Aerospace Space and Communication Division used Unipay from Peterborough Software to print messages on pay slips they

reduced enquiries by 90%. Like other customers,

they use it as an instrument of management rather than simply administration. When you consider that human resources account for around 65% of a typical large organisation's operating costs, isn't it worth finding out

more about how a flexible system can help you make the most of the human element?

YOU NEED A SYSTEM

Unipay, Uniperson, Unipersonnel and Unissc make up the Unisystems human resource management package from Peterborough Software, suppliers of mainframe systems to over half the Times top 100 companies and many of the largest public authorities.

Together, Unisystems allow you to pinpoint the facts you need to keep control over the human factor, and at the same time enable you to run a hiccup-free administration sensitive to change both from within and outside.

Being ready-packaged, Unisystems can save at least 9 man-years designing a system from scratch. Yet the use of our unique Parameter File enables you to tailor any of the systems to your own operation.

Because Unisystems are revised, they are continually being updated to take account of complex changes in legislation, and they can fit economically into the company's financial flow. All the time you will have the benefit of Peterborough Software's unrivalled technical back-up, including free training courses.

Free no-obligation demonstration, so you can see Unisystems in action. We will be pleased to arrange a demonstration in your office using a portable terminal. For details, get in touch with me at the address below.

Jane Lewis, Peterborough Software (UK) Ltd, Thorpe Park, Peterborough PE3 6JY. Tel: (0733) 41010. Telex: 32387. Telefax: (0733) 312347.

The big little three

From previous page president, Aryeh Finegold, further exacerbated its situation.

Both have cash reserves in excess of \$70 million. "We're too expensive and smart organisations don't try to absorb high technology start ups like us because it kills them," points out Mr Harverson.

The strange thing is that none of the potential big market entrants have managed to take advantage of this glitch in either Daisy or Mentor's path to stardom. And though Valid has looked like a "good buy" for some time, it too is fighting its way back again with its Microvax II based products.

Hewlett-Packard and Tektronix both made a great fuss of their entry into the CAE business last year, yet still DMV accounts for between 65 per cent and 75 per cent of total sales, and all three maintain that the only competition they come up against is each other.

Where competition does seem to be emerging is small niches that are really specialised subsets of the overall electronic design automation business. One of the most exciting of these is silicon compilation, pioneered by companies such as Silicon Compilers Inc (SCI), and Seattle Silicon Technology.

Taken to the extreme, silicon compilation systems would allow users to drop a functional description of the product they want into one end—and the necessary chips would drop out of the other.

Dataseq, a research consultancy, estimates that there are only 3,000 to 4,000 integrated circuit designers around today, compared with about 700,000 systems designers. These advance tools address a skills shortage that threatens the development of future generations of chips and computers.

With a few exceptions, none in the high-technology industries is safe. But CAE does seem to be one place where small companies, at least for the present, are holding their own.

Events

- Dec User Show, Barbican, London, today until Thursday, (01-608 1161)
- Computer Graphics Show, Wembley, London, Wednesday until Friday
- General Practice Computer Exhibition - Medical Computing, Forum Hall, Wythamstave, Manchester, October 23-25 (021-525 8706)
- Micros in Design, Design Centre, Haymarket, London SW1, November 12 - December 19 (01-838 8000)
- Compec, Olympia, London, November 11-14 (01-821 5555)
- Computers in the City, Barbican, London, November 18-20
- British Telecom Network Strategy Conference, Sodegwick Centre, London E1, November 18-19 (01-806 1161)
- People and Technology, Queen Elizabeth II Conference Centre, Westminster, London, November 25-27 (01-927 1928)
- CIMAP - Factory automation, National Exhibition Centre, Birmingham, December 1-5 (01-891 3426)
- Interactive Video, Metropole Hotel, Brighton, December 9-11 (01-847 1847)

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• Networks and the Amstrad
• Communications (mainframe and main)
• Software — the low cost programs
• "bundles" by Amstrad
• Upgrades — including 40Mb hard disks
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HORIZONS

A guide to career opportunity

Keeping an eye on standards

Stepping into the road, the policeman signalled the lorry driver to draw in. The vehicle had been spotted by a trading standards officer (TSO) who had questioned the driver about the nature and weight of his load.

Joan Llewelyn Owens spends a day with the people who see we get a fair deal

checking operation, we went to the Safeway store. Here two officers were carrying out routine testing of weighing machines at point of sale.

bag of potatoes. The electronic comparator can weigh infinitesimal amounts, and show the difference in weight between a piece of paper and that paper with initials scribbled on it.

Constant vigilance and regular sessions to review problem areas

departments which specialise in consumer advice, even going so far as to represent a complainant in the county court. However, this is an expensive service, and counties like Kent, while prepared to help and advise the consumer who has had a poor deal, do not act in civil cases.

Meeting people and the ability to assess and to draw conclusions

though TSOs need a wide-ranging knowledge of legislation, statistics, building construction and so on, they cannot be pure academics.

PUBLIC APPOINTMENTS

THE NATIONAL FARMERS' UNION

Do you possess a lively mind? Are you able to assimilate, analyse, distil and communicate information effectively?

Economic Development Officer

Salary to a Maximum of £16,011 Plus Essential User Car Allowance or Lease Car and, where appropriate, generous relocation assistance.

Committee Administration Officer

To provide services to CDC's General Management Board, including the preparation of agendas and minutes and subsequent administrative work, and to undertake a number of duties for CDC's Legal Department.

MICROELECTRONICS EDUCATION SUPPORT UNIT ADMINISTRATIVE OFFICER

Recently established by the Government, the MESU is setting up its central offices at the University of Warwick Science Park in Coventry.

CHIEF EXECUTIVE

(SALARY CIRCA £38,000 P.A.) This is a demanding post with a progressive Regional Council and becomes vacant in February 1987.

PRINCIPAL AUDITOR

Over a five square mile area, The Royal Borough of Kensington and Chelsea manages and maintains a wide range of vital services from engineering and maintenance services and public amenities.

Financial Planning, Resource Allocation and Internal Audit

- a key role in the running of one of the Country's biggest organisations Based Manchester Salary to £25,000 p.a.

MID-DOWNS HEALTH AUTHORITY, WEST SUSSEX Unit General Manager

Salary: £24,100 per annum basic, plus 7% discretionary pay and individual performance related pay. (Pay award pending for 1986/87).

NORTH WESTERN REGIONAL HEALTH AUTHORITY

Aquarius Kidderminster Advice Centre: Drugs and Alcohol Centre Co-ordinator and Drugs Counsellor

SCOTTISH AGRICULTURAL COLLEGES DIRECTOR OF SCOTTISH CENTRE FOR AGRICULTURAL ENGINEERING

Applications are invited for the post of Director of the Scottish Centre for Agricultural Engineering (the former Scottish Institute of Agricultural Engineering) which is sited at the Edinburgh Centre for Rural Economy, near Pentlands, 6 miles south of Edinburgh.

ST JOHN'S DIOCESAN HOME BRISTOL DEPUTY OFFICER-IN-CHARGE

Required for this mother and baby home which provides and monitors anti- and post-natal care.

APPOINTMENT OF ORGANISER FOR THE LOCKWOOD CARE ATTENDANT SERVICE FOR DISABLED PEOPLE AT HOME

The Lockwood Care Attendant Service offers "hours of care" at home to people of any age who need personal help because of their physical disabilities.

ASSISTANT COUNTY SOLICITOR

Avon County Council is a large public authority employing some 25,000 people with a budget of over £400m.

UNIVERSITY OF GLASGOW Director of Building Services and Planning

Applications are invited for the post of Director of Building Services and Planning which falls vacant on 1st January 1987.

Wright Air Conditioning

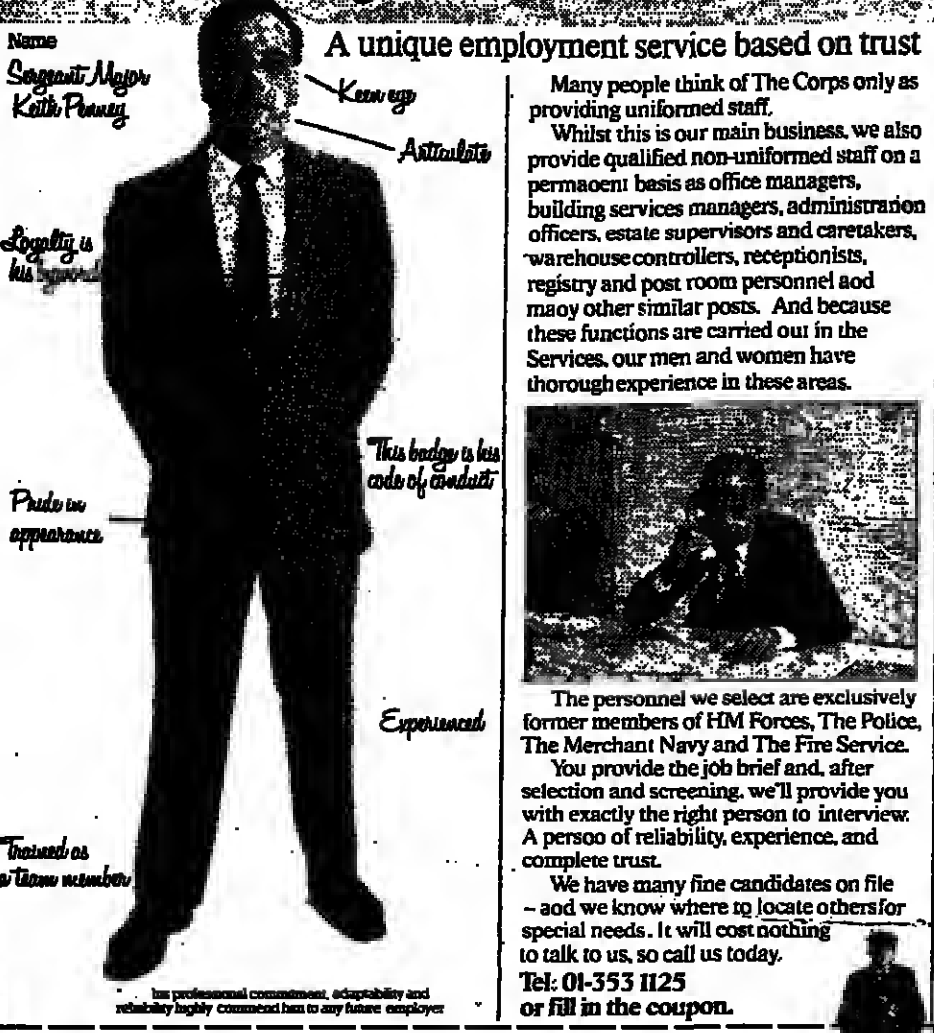
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Many people think of The Corps only as providing uniformed staff. Whilst this is our main business, we also provide qualified non-uniformed staff on a permanent basis as office managers, building services managers, administration officers, estate supervisors and caretakers, warehouse controllers, receptionists, registry and post room personnel and many other similar posts. And because these functions are carried out in the Services, our men and women have thorough experience in these areas.



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Head of Administrative Services

£17,109-£18,249 incl.

Are you looking for a Senior Management opportunity at the centre of corporate affairs, with an opportunity to demonstrate commitment and personality? If so you may be the person we need for this newly created post.

This key Management role will have responsibility for the day-to-day management of the Personnel, Management Services, Committee, Administrative and Information Sections who currently report to the Chief Executive, and will provide direct support to the Chief Executive with information gathering, briefing, progress chasing and representing him at meetings.

The post could suit qualified people from many professional backgrounds but those with less than ten years relevant experience are unlikely to have the necessary authority which the post requires.

The Council's offices are within easy reach of rail connections to Central London and the area is well served with motorways; the M1, M4, M40 and M25 being easily accessible. Generous financial assistance towards relocation will be available.

Application form and job description are available from: **THREE RIVERS DISTRICT COUNCIL**, The Personnel Section, Three Rivers District Council, 17/23 High Street, Rickmansworth, Herts or telephone Rickmansworth (0823) 776611, ext. 117. Closing date for applications, 7th November 1986. An Equal Opportunity Employer.

UNIT GENERAL MANAGERS

Plans for the implementation of the General Management structure for the Area have been agreed by the Lothian Health Board, subject to approval from the Scottish Secretary of State.

Seven operational units are proposed to deliver health care in the area, each Unit will have a Unit General Manager who will be responsible for the effective management of their Unit. This will include the establishment of operational objectives for the Unit, the effective management of Unit resources and to ensure that the quality of patient services is maintained within Board policy.

Applicants should be experienced senior level managers or professionals from either the public or private sector, with the capacity to exercise leadership and management skills within a complex multi-professional environment.

The salaries for these posts will be directly related to the budget allocation for each Unit. The salary scales will be finalised soon by the Scottish Home and Health Department, it is anticipated that they will be in excess of £26,000.

Informal enquiries will be welcomed by the Board's General Manager, telephone 031-225 1341. Application forms and further particulars from Miss L. McAllister, Personnel Officer, Lothian Health Board, 11 Drumsheugh Gardens, Edinburgh EH3 7QQ. Application forms should be returned no later than 30th October, 1986.

Lothian Health Board

DIRECTOR Administration and Legal Services

Salary: £21,552-£23,789 (Pay Award Pending)

The Authority is seeking a legally qualified person with considerable Local Government experience at a senior level to head a Directorate employing 47 personnel.

This is a challenging post, requiring a high level of management ability and a positive commitment towards the corporate management of the authority as a member of the Management Team.

In addition there is responsibility for the management and development of departmental functions which include legal services, committee administration, markets undertakings and general administrative services including licensing and office services.

A lump sum ex gratia allowance is payable and a comprehensive relocation package is available including temporary housing accommodation.

Application forms and further details are available from the Personnel Department, Southall, Westhampton, Chertsey, Surrey, Surrey TW20 9JY. Tel: Westhampton 364671, Ext. 2162. CLOSING DATE: FRIDAY, 24th OCTOBER, 1986.

Thames Polytechnic Urban Ecology Unit

Requires graduates, 21 hours, 957 pw, for the following:

ECOLOGIST (Day & Evening)
Life Science degree with a strong ecological element.

EDUCATION ASSISTANTS & EDITORS (Evening)
Biological Science Degree and/or teaching experience.

MUSEUM ASSISTANTS (Part-time)
Biology/Zoology/Botany degree allied with Taxonomy Skills.

PROGRAMMER (Evening)
Computer Science Degree/AND or biological degree with strong computing element.

INFORMATION ASSISTANT (Evening)
Good concise written English with arts background.

Working in close liaison with the Inner London Education Authority and local authorities producing materials for teaching ecology.

NSC unemployment criteria applies: up to age 24 - six out of nine months 25+ - 12 out of 15 months.

Write, enclosing CV to Ray Douglas, Joblink, 24 Buckingham Gate, London, SW1E 6LR. 01-836 2326.

JOBLINK

Broads Authority Assistant Broads Officer (Administration)

Grade PO 41-44 £14,862-£16,011 p.a.

Applicants are invited for this key post with the Broads Authority, a leading environmental organisation. The Government is currently proposing statutory status for the Broads, an area of national importance for conservation and recreation.

The Assistant Broads Officer (Administration) will be directly responsible to the Principal Adviser for all administrative, financial and personnel matters of the Authority, including the monitoring of major issues and the development of policy.

The Authority is seeking a person with a lively, enquiring mind and proven administrative record, supported by a degree and/or professional qualification.

For further details and application form please send a large stamped addressed envelope to: Mr Milton Clark (Principal Adviser) Broads Authority (Applications) Thomas Harvey House 18 Colgate Norwich NR3 1BQ

Closing date for applications: 10 November 1986.

SHROPSHIRE COUNTY COUNCIL (An Equal Opportunity Employer) CHIEF EXECUTIVE

£36,393 to £40,029 p.a.

The Council wishes to recruit a successor to the present Chief Executive who will retire in May next year.

Applications are invited from persons with considerable experience at a senior level in a large organisation, not necessarily a local authority.

No specific professional qualifications are prescribed. The Chief Executive leads the Chief Officers Management Team but currently is free from departmental responsibilities.

Further details and application form for the post may be obtained from:

Chief Executive, Shropshire County Council, The Shirehall, Abbey Foregate, Shrewsbury, SY2 6ND or telephone Shrewsbury (0743) 252899

Application forms must be returned no later than 27th October.

BRITISH AGENCIES FOR ADOPTION AND FOSTERING DIRECTOR

Salary up to £21,000 (inclusive of London Weighting)

BAAF is seeking a successor to Tony Hall, recently appointed as Director of CCETS/W. The successful candidate will be London-based and have proven managerial skills, a lively interest in child-care policy and practice, and the ability to lead this influential and developing professional association.

BAAF is an Equal Opportunities Employer.

For application forms write to: The Chairman (E), BAAF, 11 Southwark Street, London SE1 1HQ, or telephone Sally Clayton on 01-407 8800.

Closing date for applications: Friday, 31st October, 1986. Interviews will be held on 25th/26th November, 1986.

North London Polytechnic Urban Spaces Scheme

Requires part-time graduates in the following disciplines, with the appropriate degrees:

ECOLOGISTS
BIOLOGISTS
CONSERVATIONISTS
ZOOLOGISTS
LIFE SCIENTISTS

All applicants must be unemployed.

Please apply in writing to: Carol Wills, Joblink, 24 Buckingham Gate, London SW1E 6LR, or telephone 01-836 2326.

JOBLINK

SUTTON VALENCE SCHOOL APPOINTMENT OF BURSAR

The Governors invite applications for the appointment of Bursar at this independent (HMC) school near Maidstone in Kent. The present Bursar retires in April 1987 and the successful applicant will be expected to take up the appointment from May 1987 or at a date to be arranged.

Candidates should have a wide experience of accountancy, budgetary control and personnel management. The salary will not be less than £15,000 p.a.

Further details of the School and the appointment may be obtained from the Clerk and Receiver, United Westminster Schools, 53 Palace Street, London SW1E 5HJ.

Closing date for applications is 12th November 1986.

JOURNALIST FOR LATIN AMERICA/CARIBBEAN REGION

CHRISTIAN AID requires an experienced journalist to write news releases and articles on the Region for both external and internal publications. Will be responsible for contacts with the media and for providing general information. He/she will normally be required to travel to the Region for about six weeks a year.

Proven ability as a journalist, an active interest in Latin American affairs, first hand knowledge of the area and fluent Spanish are essential. Candidates should be in sympathy with the aims and philosophy of Christian Aid.

Salary: £11,130.

Apply in writing only for job description and application form, enclosing 24p s.p.c., to Personnel Officer, Christian Aid, PO Box No 1, London SW9 8BH.

Closing date for completed applications November 3rd.

Christian Aid THE CHURCHES IN ACTION WITH THE WORLD'S POOR

***** PENSIONERS WANTED! *****

HACKNEY PENSIONER PROJECTS are looking for two new workers. If you are a pensioner or 50 years plus here is something for you.

(1) PENSIONER TO WORK IN THE COMMUNITY

The person appointed will be working on an existing community newspaper - HACKNEY PENSIONERS PRESS

The worker will encourage participation and contributions from pensioners in the borough.

(2) CLUBS WORKER

To establish an information and advice service for pensioners clubs and day centres, and club leaders working with pensioners from all different cultures in the borough.

SALARY - £58.50 for 12 hours per week

HOLIDAYS - 6 weeks paid per annum

APPLICANTS must be over 50 years old. You need to be informed of current local issues affecting the elderly. Experience of working in a multicultural background would be an advantage. Hackney Pensioner Projects is an equal opportunity employer and applicants of all ethnic origins, race, colour, sex, religion or national origin, sexual orientation, disabilities.

APPLY TO - HACKNEY PENSIONER PROJECTS, 287 Kingsland Road, E8 4DL. Telephone: 254 9674

CLOSING DATE FOR APPLICATIONS NOVEMBER 10

ROYAL LIVERPOOL PHILHARMONIC ORCHESTRA APPOINTMENT OF CHIEF EXECUTIVE

The Society is seeking a successor to Mr. Steven Gray, who will retire next August after completion of 23 years' service. The appointment is likely to be made early in the New Year to allow adequate time for handover.

Persons interested in being considered for the post or wishing to suggest anyone for consideration are invited to write in confidence to John Last, Chairman, Royal Liverpool Philharmonic Society, C/O J.M. Centre, Old Hall Street, Liverpool. L70 1AB.

LEGAL LA CREME

LITIGATION SECRETARY

Legal secretary for Holborn solicitors, specialising in complex and interesting litigation. Small friendly office, modern technology, stimulating work. Salary aag. Ring 430 1987

LEGAL APPOINTMENTS

J.W. WARD & SON COMMERCIAL SOLICITOR

This is a 16 partnered firm whose principal office is in the commercial centre of Bristol. The firm is expanding in a variety of fields and now seeks a Solicitor with 3 to 4 years relevant experience to develop the commercial business of the practice.

In the first instance he or she will work under the supervision of a Senior Partner, then given enthusiasm and enterprise will assume sole responsibility within 12 months. There are prospects of early partnership.

Salary is negotiable.

Applications in writing please with c.v. to: J.F. Johnston, Staff Partner, 52 Broad Street, Bristol, BS1 2EP.

SOLICITOR Up to £14,700 per annum plus car allowance

This post offers an excellent opportunity to gain further experience in a busy local authority legal section. The successful applicant will be responsible for a wide range of local government legal work including representing the Council in the Magistrates and County Courts and at Planning Inquiries together with some attendance at Council Committees.

Previous experience in local government is not essential however and applications from Solicitors in private practice will be welcomed.

Bracknell is a rapidly growing District set in a pleasant part of East Berkshire and benefiting from excellent local amenities and good communication links to the Capital.

Housing and generous relocation assistance are available in appropriate cases.

Further details and an application form (returnable by 28th October 1986) are available by ringing Bracknell (0344) 424549 ext. 238, or by writing to the Chief Executive, District Council, Easthampstead House, Town Square, Bracknell Berkshire, RG12 1AQ.

Bracknell District Council

SIMMONDS CHURCH SMILES & CO. COMPANY/COMMERCIAL

We are seeking a young enthusiastic Solicitor with about one year's post-qualification experience to deal with all aspects of Company and Commercial work. Initially the appointment will be to assist two Partners, but we would expect the successful applicant very shortly to assume his or her own work load.

Please apply with full CV to: Mrs J. Laidler at 13 Bedford Row WC1R 4BU or telephone 01-242 9971

COMPUTER APPOINTMENTS

THE CITY UNIVERSITY CENTRE FOR BUSINESS SYSTEMS ANALYSIS

Lectureship in Business Computing

Applications are invited for a Lectureship in Business Computing in the Centre for Business Systems Analysis, which is a part of the City University Business School.

The Centre is growing rapidly, and this appointment is intended to strengthen both the specialist activities and the research output of the academic staff. Applicants should possess a higher degree in a relevant subject area and be able to demonstrate experience in a business-related computing field. Experience in conducting research, or in obtaining and running research contracts, would also be an asset.

As the focus of business computing in the University, the Centre runs an MSc programme in Business Systems Analysis and a doctoral programme. A total of 200 students are registered on these courses making the Centre one of the largest groups in this field in any UK educational establishment.

The appointment will be for three years in the first instance. Salary will be on the scale £13,317 to £16,997 per annum (under review).

Further particulars and application forms may be obtained from: The Academic Registrar's Office, The City University, Northampton Square, London, EC1N 8UH. Closing date for applications 7 November 1986

SENIOR SYSTEMS ANALYST

We are in need of a senior systems analyst to head a new development of a new automated translation Arabic/English and phototypesetting system. The applicant should have:

- A BSc or an MSc in computer science or applied mathematical sciences. 5 years experience in the development of bi-lingual systems and the phototypesetting field and thorough knowledge of both Arabic and English languages.

Please contact: International Investments & Securities on: 01-629 5266

SUPER SECRETARIES

SECRETARIES for Architects & Draughtsmen, Professionals & temporary positions. JMSJ Specialist Inv. Co. 01 734 0832

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CHESTERTONS HYDE PARK W2

Chertons 2 bed flat in sought after location. Fully furnished. Rent £100 p.w. negotiable. Hyde Park Office: 01-262 6080

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Specialist mobile home and site sale but also a local part time job with all main, bath, and new. £130 pw

The Property Managers 01-221 8838

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Expanding West End Practice requires top assistant secretary. Ability to use a Wang W/P, work on own initiative, enjoy organising and communicating at all levels essential.

Apply in writing with CV to: M. Fellows Hamlin Slowe Solicitors PO Box 490 Roxburgh House 273-287 Regent Street London W1A 4SQ (No Agencies)

SUSSEX YOUTH TRUST CHALVINGTON

a new initiative in residential care and education

TEAM LEADER

Salary £16,154 to £17,271 with additional sleeping-in allowance

This independent co-educational residential community for adolescents with emotional difficulties is now at its 4th year of development.

We seek a co-educational Team Leader to lead a team of 4 care staff, share in operational policy and decision making and ensure the maintenance of a high level of care for young people. Enthusiasm, energy and flexibility, a variety of skills and a willingness to learn new techniques of working are required, together with an ability to integrate with an already well established and successful team of care staff and teachers. Appropriate qualifications highly desirable, in-service training provided.

Further details from the Co-Directors, Chelvington School, Fish Road, Seaford, Sussex, BN25 2JL. Tel 303994 (0232) 892676/892682.

George Carter & Co Kingston upon Thames

This well-established firm requires a newly qualified Solicitor to undertake non-contentious work. There will be an attractive salary and good prospects for the right applicant who will be enthusiastic and outgoing. Please write with full C.V. to: J P Field, 12 High Street, Kingston upon Thames, Surrey KT1 1HD

YOUNG ENTHUSIASTIC ASSISTANT

Required for document Management and Research to join a specialist team in very large litigation matters. Salary negotiable according to age and experience. Please write with full CV to: Davies Arnold & Cooper 12 Bridewell Place, London EC4V 6AD. Quoting reference 44.

BOURNEMOUTH

Young solicitor with 2 1/2 years' general practice experience required to assist Senior Partner. Energy essential to carry out a wide variety of work. Partnership prospects for suitable applicant.

Write with CV: Marshall Harveys, Fir Vale Road, Bournemouth, BH1 2JG. (Ref. TK).

LITIGATION/SUSSEX

Younger but experienced Litigation Solicitor with enthusiasm for advocacy required by soundly based and progressive partnership with prestige new offices.

Reply to BOX D55.

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LEGAL APPOINTMENTS

SOLICITOR — POLICY & GUIDANCE

£16,000 - £17,000

The Law Society seeks an experienced solicitor to play a front line role in the new Ethics & Guidance department, which is instrumental in shaping key issues affecting the future of the profession. The successful applicant will initially be giving guidance to the profession on the rules of professional conduct and should be capable of progressing to policy work, which includes advising the Committee on the formulation of those rules.

Required abilities, gained over about 5 years in practice, include a keen intellect, sensitivity to the needs and aspirations of the profession, fluent self-expression, particularly in writing, and the ability to tackle complex problems with practical common sense.

Starting salary relative to experience can rise to £19,000 with good prospects of progressing to higher grade work. Additional benefits include a contributory pension scheme with free Life Assurance, 23 days annual holiday increasing with service, season ticket loan scheme and subsidised staff luncheon room.

Please send your C.V. showing qualifications and work experience in date order to Joyce Collinson, Personnel & Training Manager, 113 Chancery Lane, London WC2A 1PL.

THE LAW SOCIETY



BARRISTER OR SOLICITOR DIPLOMATIC SERVICE

There is currently an opportunity to join the legal staff. The work of an Assistant Legal Adviser is varied and highly responsible, it includes dealing with questions of international and European Community law, drafting of agreements and legislation, conducting negotiations with other governments and international organisations and the handling of human rights cases. On the Commonwealth side, work involves advising on constitutional law and dealing with administrative questions concerning overseas dependent territories.

Legal staff are based in London but have frequent opportunities of overseas travel. They may also serve a tour of duty in one of HM Missions overseas and advise delegations at international meetings and conferences.

Candidates must be qualified as advocates, barristers or solicitors, preferably with experience of legal practice or legal research. Reasonable knowledge of French and/or another widely used European language would be advantageous.

Salary within the range £15,680-£20,830. Starting salary according to qualifications and experience. Promotion (and salary range £17,990-£23,940) could come as early as age 27.

For further details and an application form (to be returned by 31 October 1986) write to Civil Service Commission, Alencan Link, Basingstoke, Hants RG21 1JB, or telephone Basingstoke (0256) 468551 (answering service operates outside office hours). Please quote ref. G/6788.

The Civil Service is an equal opportunity employer

COMPANY/ COMMERCIAL

Sinclair Roche & Temperley is a 27 partner law firm with offices in the City, Hong Kong and Singapore.

The firm's company department handles a wide range of quality company and commercial legal work including Stock Exchange, USM, OTC and BES matters. Much of the department's work is of an international nature and offers the opportunity to become closely involved with clients' management decisions.

We are now seeking an additional lawyer of at least two years post-qualification experience to join this expanding department. The successful candidate will be highly motivated and able to give sound practical legal advice with the minimum of supervision. A first class professional background and academic record are essential.

Rewards and prospects will be high for the right candidate.

Please write in the first instance with full C.V. to:

J. Ritchie, Esq.,
Sinclair Roche & Temperley,
Stone House,
128-140 Bishopsgate,
London EC2M 4JP.

SINCLAIR ROCHE & TEMPERLEY

HEAD OF TECHNICAL SERVICES

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£28,000 - £35,000

Our Client, one of the fastest growing Financial Services companies in the UK, with funds under management of over £400m is creating a central, technical/legal services group as a pivotal part of their marketing strategy.

As Head of Technical Services you would report to the Marketing Director and be responsible for building a specialist team providing key account support and major inputs to product development as well as the development of legal policy and standards.

You will probably be under 35, qualified as a solicitor or barrister and have a current specialisation in personal tax or have investment or life and pensions experience.

An excellent salary will be offered together with bonus and company car.

Please send a C.V. to Ian R Hetherington, Consultant to the Company; all applications will be treated in strict confidence.

Business Development Consultants
(International) Limited,
63 Mansell Street, London E1 6AN.
Tel: 01-488 0155.



Corporate Solicitor Emphasis on Financing Work

Victoria £25,000 - £30,000

B.A.T. Industries is one of the world's largest industrial enterprises with operations in 90 countries. The Legal Department plays an important and integrated role in the operations of our small high performing Group Headquarters.

Internal promotion has created an opportunity in our small professional legal team. You will handle a generalist brief, but with special emphasis on working closely with the Group Treasurer in managing, analysing and implementing a wide range of financial transactions.

You will either be a generalist commercial solicitor with at least 3 years' experience in industry/commerce or a financing and corporate specialist in private practice seeking to broaden your experience.

Career prospects within the Group are excellent and the package of benefits is highly competitive.

Please write with full C.V., or telephona for an application form to: Richard Dubeck, Personnel Manager, B.A.T. Industries plc, Windsor House, 50 Victoria Street, London, SW1H 0NL. Tel: 01-222 7979

BAT INDUSTRIES

Commercial Lawyer

We seek a barrister or solicitor not older than 35 to fill a newly-created vacancy in our Legal Department.

Our internal lawyers deal with all legal matters, other than conveyancing, using outside resources for specialist subjects and for litigation as necessary. Applicants should therefore be able to demonstrate an interest in and an aptitude for a broad variety of work. Personal characteristics will also include the ability to communicate with managers at all levels and the ability to provide constructive and practical advice.

Our lawyers are all located at the Company's main business centres and it is intended that the successful applicant will be located in Cambridge.

The salary we offer will be commensurate with age and experience, plus a range of benefits normally associated with a large company.

Please send full details of qualifications and experience to: Mrs. M.D. Rush, Central Personnel Department, Philips Electronic and Associated Industries Ltd., Arundel Great Court, 8 Arundel Street, London WC2R 3DT.



PHILIPS

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Require Assistant Solicitor admitted up to three years for Conveyancing and Commercial department. Demanding and varied work load. Good salary and future career prospects for right applicant.

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DGT Ashley Calms Travell & Co,
56 London Road, Southend On Sea, Essex

ASSISTANT COMPANY SECRETARY Caradon Limited

Woking up to £20K

Caradon is a major British manufacturing group in the building products market with a turnover of £150 million. Amongst the better known of the Group's bathroom and plumbing product names are Twyford, Mira and Terrain. The Company is at an exciting stage of its development and is anticipating significant expansion. This newly created position is based at the new Group headquarters and reports to the Company Secretary. Real opportunities exist for job growth.

You will be a chartered secretary and have experience in all aspects of company secretarial work. In particular, you must be able to cope with the on-going needs of 12 subsidiaries at the same time as helping to meet the work demands of the Group's development. Previous involvement in group personnel policy and salary administration would be helpful, as would experience of head office management.

Age is not a critical factor but it is likely that you will be in your late twenties. You must be energetic and able to work on your own initiative and you must feel comfortable in an environment where you are involved in commercial advice and decision making.

Please write to Andrew Kerr (quoting reference 601) showing how you meet the above criteria and enclosing a copy of your curriculum vitae.

cc&p Cookman, Cooper & Partners International Ltd
26-28 Bedford Row, London WC1R 4EF

Senior Assistant Solicitors (2) Assistant Solicitors/ Legal Executives (3)

£15,600 - £16,749 Ref A239/A240

£12,690 - £14,392 Ref A241/A242/A243

Bromley, the largest of the London Boroughs, is about to carry out two exciting new development projects - the Bromley Relief Road Phase 2 and the Elmwood Development which is a multi-million pound shopping and leisure scheme for the town centre. The projects will run concurrently and must be co-ordinated.

Two new teams of legal staff are to be set up to cover a wide range of work, which will include compulsory purchase, road closures, Lands Tribunal applications, planning inquiries, traffic management schemes and a large body of contractual work.

We are particularly looking for men or women who can work well within a team and liaise effectively with outside consultants and other Council staff to achieve the tight timescales which the projects will demand.

We have recently introduced a new management style to assist efficiency and improve staff motivation. The introduction of new technology is seen as a key element in achieving our aims.

Benefits include: 36 hour week, minimum of 24 days' annual leave plus 2 extra statutory days; attractive working surroundings at the Civic Centre site with its landscaped grounds and excellent staff restaurant; possibility of assistance with relocation; ease of commuting - with two railway stations close by plus bus and road links. But above all, a stimulating environment where your skills will be appreciated.

For informal discussion etc contact Mrs Lynch on 01 484 3333 ext 3263.

For further information and an application form please contact Civil Personnel Officer, Bromley Civic Centre, Rochester Avenue, Bromley, BR1 3UH. Tel 01 250 0324 (24 hour answering service).

Closing date 29/10/86.



THE LONDON BOROUGH

Commercial Litigation Partner

For a well known, progressive and substantial firm of London solicitors, with a varied, but increasingly commercial practice.

Your role will be to help manage and develop the litigation side of the practice, which is well-established and growing strongly. Much of the work has an international flavour.

You should already be at or near partner level in a medium to large firm of solicitors, and will have specialised in litigation, ideally with a commercial bias. The opening should be of interest to lawyers with a strong reputation in their field and the personality and drive to make an immediate contribution to the growth of the practice.

Please write in confidence, quoting ref. 767 to James Curtis at Overton Shirley and Barry, Prince Rupert House, 64 Queen Street, London EC4R 1AD.

Overton Shirley & Barry



WARDGETHIN

Solicitors & Notaries

Progressive practice requires young newly qualified Solicitor for expanding Litigation Department, where there is an excellent opportunity to learn in a friendly office, with help and encouragement available from experienced people.

There is currently a matrimonial bias, but the successful applicant must be prepared to work in all areas of litigation and be keen to do advocacy in the Magistrates' Court, County Court and Tribunals.

For a hardworking and competent enthusiast the prospects are excellent.

Good salary - negotiable

Please apply in writing with full c.v. to:

Dick Williams
WARDGETHIN
28 Priestgate
Peterborough
PE1 1JG

Professional Administrator

A management appointment with promotion prospects.

Oxford c.£16,690

Our client, the Potato Marketing Board, regulates the production of potatoes in Great Britain, stabilising market conditions and monitoring product standards. It is funded by the contributions of producers and operates through a network of area offices, with its administrative centre in Oxford.

The Board is seeking an experienced administrator to manage its records of producers, and its systems for quota allocation, and to be responsible for the collection of contributions totalling some £15 million annually. Responsibilities will include instituting legal action to recover outstanding debts.

In your late 20's or 30's, you will have a legal or administrative qualification and be experienced in running a clerical operation. Promotion prospects are good and present an opportunity to develop expertise in unique legal areas. An interest in food and agriculture is vital. Please write, with full CV to John Eskdale ref. A53028.

MSL International,
50 Queen Square, Bristol BS1 4LW.

Offices in Europe, the Americas, Australasia and Asia Pacific.

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McKenna & Co EMPLOYMENT LAW

We are a leading firm of solicitors with a consistent record of growth over many years.

We are now seeking a lawyer, for our busy and expanding Employment Law Department.

The department advises corporate and personal clients on the whole spectrum of Employment Law in both contentious and non contentious areas.

You will need to be qualified (at least two years) and have experience in this field.

Excellent Salary & Benefits offered.

Please apply in writing, enclosing detailed CV to Bernadette Willoughby, McKenna & Co, Inveresk House, 1 Aldwych, London, WC2R 0HF.

Meredith Scott

COMMERCIAL PROPERTY to c£32,000
Large city practice seeks Solicitor ideally at least two years admitted with good London or provincial experience.

BANKING to c£30,000
Leading EC2 firm seeks Solicitor at least one year qualified for corporate, bond issue and international capital market law.

PROBATE/TRUST/TAX £30,000 a.a.s
Solicitor, minimum five years qualified and aged to 38 sought by large EC2 practice. EXCELLENT PARTNERSHIP PROSPECTS.

NON CONTENTIOUS £18,000 a.a.s
Solicitor probably recently to three years admitted required by Inn's practice for Trust and Property work.

COMMERCIAL PROPERTY c£15,000
Would suit newly/recently qualified solicitor eager for experience with prominent EC4 practice.

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17 Fleet Street, London EC4V 1AA.
01-543 8055 or 0494 775846 (after office hours)

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to £50,000 p.a.

The imminence of the Financial Services Act is creating a demand in the City for lawyers to supervise immediate protection rules. The role is a crucial one, carrying great authority within the financial organisations concerned, and the salaries offered reflect this degree of authority. (Ref. L101)

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CHAMBERS & PARTNERS

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Lovell, White & King

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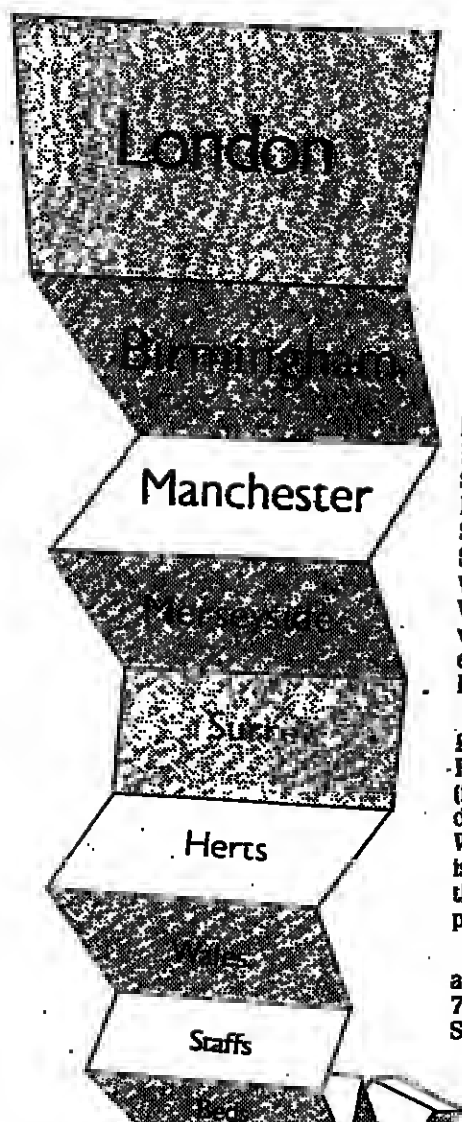
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CROWN PROSECUTION SERVICE

Bad times are a thing of the past at Telford

Those who go to high places have a broad view. That axiom is tendentious. For selfish reasons I want the Lawn Tennis Association to remember...

Long Mynd and the cuisine of an isolated hotel set among steep woodland - the hotel in which the muscular new hero of British tennis, Stuart Bale, fortified the inner man last week...

don't think this place was commercially viable in the way it was set up and funded. It could never exist just as a racket centre...

Owned by Telford Development Corporation, the failing centre was leased to a group of companies whose chairman, Brian Gray, is a hard-headed businessman...

One has to be impressed when a man who has told the SAS what to do insists that as his next chore, he could not have had a bigger challenge than making the Telford Centre the success it is now...

It used to take days - and cost about £10,000 - to hire temporary seating and get it in and out of the place for the Refuge event...

Turning the centre into a spectator venue (and not just for sport) was one of six steps taken by the new management...



Stuart Bale, who became a British hero at Telford on Sunday

hall, and an SRA office and conference room. The third step was to buy their own gymnasium equipment (instead of renting it) and impose a small charge...

The fifth step, bringing in about £2,000 a month, is the use of ancillary rooms for meetings, conferences and social functions...

McEnroe nearing his target

Scottsdale (Reuter) - John McEnroe stayed in case for December's Grand Prix Masters in New York when he beat Kevin Curren in the final of the Scottsdale Open on Sunday...

The former world No. 1 won 6-3, 3-6, 6-2, but still has his work cut out to reach the Masters, for which qualifying has become more difficult this

year, ironically because of McEnroe's own lobbying among tennis officials.

McEnroe had long felt the Masters should move from January to December. And more to the point, that the field should be reduced from 16 to an elite group of eight.

Both ideas have now been adopted, with the event beginning at Madison Square Garden

oo December 3. Having dropped out of competitive tennis for seven months, McEnroe has missed out on a number of qualifying tournaments and now needs top performances in his next three grand prix events to secure a place in the Masters.

RESULTS (US unless stated): Singles - Steve J. McEnroe 6-3, 3-6, 6-2, 6-4; Kevin Curren 6-3, 3-6, 6-2, 6-4.

Rex Bellamy Tennis Correspondent

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ICE HOCKEY

Times are changing for Wasps

By Norman de Mesquita While a month is a long time in politics, it might as well seem like an eternity in ice hockey.

Two short weeks ago, it seemed only a matter of when, rather than if, Durham Wasps would qualify for a Norwich Union Cup English final and play the Boston Bruins.

A prolific scorer from Toledo, Ohio, Crosby, aged 29, broke the record late in the 1984-85 season with 73 points in a match against Massachusetts. He left at the end of that season for richer pastures, disillusioned at Bolton's lack of success to spite of his prodigious efforts.

BASKETBALL

Crosby's return gives a lift to lowly Bolton

By Nicholas Harling

Terry Crosby, the American, who holds the National League scoring record for one game, is back with HomeSpire Bolton.

Ed Bona, who only joined them in the close season from now defunct Liverpool. Crosby has played two seasons in America's National Basketball Association for Kansas City.

Bolton led Derby know that Bona was available, but the tip came too late for the newly-promoted club, who were almost committed to signing Sam Ellis, formerly of Tyneside, who recently folded up. Derby, who sacked their American, Chuck Everson, and dual-national, Ken Chance, last week could

SCHOOLS FOOTBALL

Nashnush on the spot again

By George Chesterton

The first stage in selecting an under-19 independent schools XI took place at the weekend. A northern trial was held at Bolton and 11 players were selected to play at King's School, Chester next Sunday against Cheshire Schools.

The southern trials were held at Eton and a squad of 16 was chosen to go forward to the next stage on November 9 against Corinthian Casuals. The final trial for the independent schools takes the form of a clash between the north and south at Wolverhampton on November 23.

The selection on Sunday proved even more difficult than usual. The overall standard was good but there were few outstanding players. Amongst these was Nashnush, of Highgate, who, nonetheless, suffered an ankle injury which may put him out of Highgate's successful team. He scored 11 goals for them on Saturday in their 3-0 win over Winchester bringing his tally this season to double figures.

POOLS FORECAST

by Paul Newman

Table with columns for Saturday October 18, Sunday October 19, and various pool forecasts including First Division, Second Division, and Southern Premier.

Hoggett Bowers Executive Search and Selection Consultants. Attorneys. Wokingham c£18,000, Car. The requirement is for a solicitor or barrister to join a small team of lawyers responsible for providing legal services and guidance to one of the world's leading high technology companies...

GOLF

Davies going for another lengthy drive

By John Hennessy

Laura Davies, who won the British Ladies' Open championship at Royal Birkdale on Sunday on the strength of her prodigious hitting, will be given an opportunity today to demonstrate her powers with the driver at Stoke Poges.

As a forerunner to the Laing Ladies Classic, to be held from tomorrow until Saturday, she will be taking part in the second Wham Champagne Challenge at 1.0.

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RACING

Water Cay has the class to make winning comeback

By Mandarin

Water Cay, off the racecourse since last year's William Hill Futurity, makes his long-awaited reappearance in the Queen Bess EBF Stakes at Warwick this afternoon...

Henry Cecil's colt was out far behind the best juveniles last year, finishing a close second to his stable companion, Bonhomie, in the Royal Lodge Stakes and fourth in both the July Stakes and Futurity...

Despite drifting from 12-1 to 33-1 before his introduction, Knockin' Express showed excellent speed in the early stages of the six-furlong race won by Hydraulic Power...

That winner is held in high regard by Michael Albina and the runner-up in that race, Imperial Frontier, underlined the value of the form when beating a good field for the Somerville Tattersall Stakes at Newmarket 11 days ago...

The initial run of Geoff Huffer's colt and his springing pedigree suggest that Knockin' Express will be well suited by today's distance of five furlongs and the standard of the opposition is undoubtedly well below that which he encountered at Yarmouth...

My other principal fancy at Warwick is Miss Shirley, who



Water Cay, who makes his long-awaited seasonal reappearance at Warwick today (4.0)

reverts to racing against her own age group in the Ano Hathaway Handicap after chasing home that good four-year-old, Backchat, at Sandown on her latest run...

John Duolop, Miss Shirley's trainer, should also be on the mark at two of today's other meetings with Chilliabag (2.15 Ayr) and Noble File (3.45 Folkestone)...

Elsewhere at the Scottish track, it should pay to follow the combination of Steve Norton and John Lowe, who can land a double with Forcello (3.15) and Spruce Baby (4.15)...

AYR

Selections

By Mandarin

- 2.15 Chilliabag. 2.45 Madama Laffite. 3.15 Forcello. 3.45 Pica. 4.15 Spruce Baby. 4.45 New Barnet.

By Our Newmarket Correspondent

- 2.15 Moon Indigo. 2.45. 3.15 Fourth Tudor. 3.45 Pica. 4.15 Lord Collins. 4.45 Bien Dorado.

By Michael Seely

- 2.15 Chilliabag. 4.45 BIEN DORADO (nap).

The Times Private Handicapper's top rating: 2.15 CHILLIABAG.

Going: good Draw: low numbers best

Table with 3 columns: Race No., Race Name, and Selections. Includes 2.15 ENTERIC NURSERY HANDICAP (2-Y-O: £4,000: 5f) (7 runners).

Table with 3 columns: Race No., Race Name, and Selections. Includes 2.45 MIDASIAN SELLING STAKES (2-Y-O: £1,054: 6f) (19 runners).

Table with 3 columns: Race No., Race Name, and Selections. Includes 3.15 LOCHRANZ HANDICAP (£2,532: 1m 2f) (11 runners).

Table with 3 columns: Race No., Race Name, and Selections. Includes 3.45 BREDE APPELLE HANDICAP (£1,084: 6f) (12 runners).

Table with 3 columns: Race No., Race Name, and Selections. Includes 4.15 NORTHAM NURSERY HANDICAP (2-Y-O: £1,261: 5f) (8 runners).

Table with 3 columns: Race No., Race Name, and Selections. Includes 4.45 NORTHAM NURSERY HANDICAP (2-Y-O: £1,261: 5f) (8 runners).

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Guide to our in-line racecard

103 (12) 0-0422 TIMESFORM (C.D.B.F.) (Mrs J. Fryer) 8 Ball 9-10-0 West (4) 8-7-2

Table with 3 columns: Race No., Race Name, and Selections. Includes 3.45 GLENBURN MAIDEN STAKES (£1,051: 1m 3f) (14 runners).

Table with 3 columns: Race No., Race Name, and Selections. Includes 4.15 FAIRLIE MAIDEN STAKES (2-Y-O: £1,187: 1m) (11 runners).

Table with 3 columns: Race No., Race Name, and Selections. Includes 4.45 MILLBRAE HANDICAP (£2,645: 1m) (16 runners).

Table with 3 columns: Race No., Race Name, and Selections. Includes 4.45 NORTHAM NURSERY HANDICAP (2-Y-O: £1,261: 5f) (8 runners).

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WARWICK

Selections

By Mandarin

- 2.0 KNOCKIN' EXPRESS (nap). 2.30 Miss Shirley. 3.0 Kate Is Best. 3.30 Main Brand. 4.0 Water Cay. 4.30 Nagem.

By Our Newmarket Correspondent

- 2.0 Knockin' Express. 2.30 On The Agenda. 3.0 Perfect Strangler. 3.30 War Child. 4.0 Water Cay. 4.30 Music Review.

Going: firm

Draw: low numbers best up to 1m

Table with 3 columns: Race No., Race Name, and Selections. Includes 2.0 MARKET SQUARE MAIDEN AUCTION STAKES (2-Y-O: £264: 5f) (14 runners).

Table with 3 columns: Race No., Race Name, and Selections. Includes 2.30 ANN KATHAWAY HANDICAP (3-Y-O: £1,358: 2m) (10).

Table with 3 columns: Race No., Race Name, and Selections. Includes 3.0 WARRINGTON NURSERY HANDICAP (2-Y-O: £1,512: 1m) (15).

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Ajdal faces maximum of four

Ajdal, the 2,000 Guineas favourite, will have a maximum of four opponents as he enters the Middle Park Stakes at Newmarket on Friday...

REDCAR

Selections

By Mandarin

- 2.15 Super Lunar. 2.45 Chousin. 3.15 Double Chai. 3.45 Wild Hope. 4.15 Great Exception. 4.45 Bickman.

By Our Newmarket Correspondent

- 2.15 Super Lunar. 2.45 Chousin. 3.15 Buthayna. 3.45 Saffan. 4.15 Herodias. 4.45 Bickman.

Going: firm

Draw: low numbers best

Table with 3 columns: Race No., Race Name, and Selections. Includes 2.15 EBF CAPTAIN COOK MAIDEN STAKES (2-Y-O: £2,577: 7f) (12 runners).

Table with 3 columns: Race No., Race Name, and Selections. Includes 2.45 AIRY HILL SELLING STAKES (2-Y-O: £1,196: 1m) (19).

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3.30 MOP APPRENTICE MAIDEN SELLING STAKES (2-Y-O: £550: 1m) (19)

Table with 3 columns: Race No., Race Name, and Selections. Includes 3.30 MOP APPRENTICE MAIDEN SELLING STAKES (2-Y-O: £550: 1m) (19).

Table with 3 columns: Race No., Race Name, and Selections. Includes 4.00 QUEEN BESS EBF STAKES (3-Y-O: £2,124: 1m) (8).

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Table with 3 columns: Race No., Race Name, and Selections. Includes 4.30 PRINCE RUPERT HANDICAP (£1,487: 5f) (16).

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Course specialists

TRAINERS: In Cuck, 12 winners from 25 runners, 48.0%. M. Stoute, 17 from 43, 39.5%. O. Phipps, 11 from 25, 44.0%. J. Gosden, 10 from 25, 40.0%. J. Gosden, 10 from 25, 40.0%.

3.15 BROTHER SEAFOODS HANDICAP (£2,194: 1m) (13)

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Head... best... after... win

SPORT

League on crash course with the Government

By Clive White

The Football League have set a confrontation course with the Government over the way to handle hooliganism...

Luton operating the controversial membership scheme must inevitably lead to a confrontation with the Government...

or to release their players for international matches, was dismissed as "fantastic speculation" by an FA official yesterday.

The motion was not taken too seriously within the League either - though Gordon Taylor, the chairman of the Professional Footballers' Association...

Clearly though the clubs are unhappy with the degree of wealth that the FA have amassed at their expense. Since the rationalising of finances within the League earlier this year...

The management committee will be discussing today the FA's decision and other matters pertaining to the Luton affair as well as reporting back on their own meeting with Dick Tracey...

Mr Smith said: "It's a worrying scenario, whereas it could have been so good. The course of confrontation seems to me to be set fair, and it could leave the Football League where South African sport is at the moment - banned by the rest of the world."

England on a knife edge

By Stuart Jones, Football Correspondent

Bobby Robson feels his England squad is sitting on the edge of a knife. If his side falters against Northern Ireland at Wembley tomorrow night...

performance in Sweden. "Hardly anybody was in good club, let alone international form. We never seem to open the season well anyway...

Although the collective rust has supposedly been shaken off, half of the outfield players in the line-up that he will announce today were either unavailable or omitted in Stockholm.

The only time the party members will be able to practise together, will, as usual, be on the eve of the game itself.

Stevens, of Tottenham Hotspur, still aching after his comeback on Saturday, was rested yesterday and the three foreign exiles did not arrive in time to join their colleagues in a training session...

Yet there is little to disguise. Five changes, whether or not they are to be made by choice,

are predictable. Watson, for instance, is the natural replacement for the injured Martin, even though he has linked only once before with Butcher - in the 2-1 victory over Scotland last April.

Bryan Robson will return, probably in place of Wilkins rather than the more creative Hoddle. England's captain has not led the side since his shoulder was dislocated in a collision with a Moroccan. Waddle, who last played in the same World Cup tie, will fill the role of Steven on the right.

Lincker, the leading goal scorer in Mexico, who has enhanced his reputation since moving to Barcelona, will take over from Dixon in attack. The identity of his partner provides the only serious debate when considering the potential formation. Should it be Beardsley or Cottee? They are the leading candidates.

Robson, perhaps deliberately, lengthened the list of possibilities by suggesting that Barnes had shown moments of "top class" at Highbury on Saturday. But the inclusion of one versatile winger, Waddle, will inevitably reduce the chances of the other. Hateley, also, is more likely to be employed only as a substitute.

Although Cottee has burst into explosive form, he expects no more than to sit on the same bench. "He has come through the under-21 side so we know enough about him," Robson said. "It is nice that there is so much competition for places in the forward line."

Yet Robson will probably rely on the forward who rose to prominence initially in the Soviet Union last March and later during the build-up to the World Cup finals. Beardsley would welcome the invitation. His confidence, is security being lifted during his daily work with Newcastle United, who are lying 21st in the first division.

PROBABLE SIDE: Shelton, Anderson, Butcher, Watson, Stevens, Waddle, Hoddle, Robson, Hodgson, Lincker, Beardsley.

With parents who refused to acknowledge that she even existed this child was being slowly and deliberately starved. Here in England.

Fortunately we found her in time. Yet without your donations we'd have been powerless to help.

£15.48 can protect a child for two weeks. And that's the sum we're asking for now.

If you can't afford quite that much, all donations are gratefully received.

I want to help protect a child and exclude my cheque or postal order

£15.48 £30.96 £92.88

Access and Visa card holders may debit their accounts. No.

Expiry date: BLOCK CAPITALS PLEASE

Name: Address: Postcode:

Please send your donation to: Dr. A. C. P. 71523, London EC1B 1QQ.

To protect the child's identity the list has been changed



Hughes of England (right) tackling Kooijman of The Netherlands at Willesden (Photograph: Hugh Routledge)

Scots may go for bravura

By Hugh Taylor

With Scotland's European Championship match against the Republic of Ireland expected to be played with all the fervour of a British cup tie, Roy Aitken of Celtic appears certain to be captain. The man who leads his club with bravura is held in high regard by the Scotland coach, Andy Roxburgh, and he is a favourite to be handed the captain's armband when the team is announced today.

Now that Miller, who took over the captaincy from Soumess in the World Cup, has had to withdraw because of injury, Aitken has no rival apart, perhaps, from Hansen, who leads Liverpool. But Hansen has been out of the international scene for a long time and Aitken would be the more inspirational motivator in what can turn out to be a hectic match.

Roxburgh was left with a squad depleted to 16 when Scotland flew into Dublin yesterday but a team capable of improving on a disappointing record in the European Championship can be chosen from it. All of the 16 should be available.

Meanwhile, although Cooper and McMillan are receiving treatment to have them fit for the Skol Cup Final with Celtic on October 26, Soumess, the Rangers player-manager, was breathing a sigh of relief yesterday. On the threshold of suspension, Soumess finds that he will not be ruled out of the final even if he is shown a yellow card at Falkirk on Saturday as any ban would not take effect until after the Hampden match.

Scottish League officials were happy to observe that there has been an improvement in field behaviour since the start of this season. On Saturday only 26 players were cautioned, the lowest total so far.

Ron Atkinson, the Manchester United manager, has been his own rules to release Kevin Moran to play for the Republic of Ireland. United usually pull their players out of international squads if they miss a match the previous weekend and Moran was not fit to turn out for the club last Saturday.

The 30-year-old central defender had stitches removed from a gash on his forehead yesterday and was given the all clear to travel to Dublin. Atkinson's co-operation gave a welcome lift to an Irish squad badly depleted by injury.

Fenwick asks Rangers for a move

Terry Fenwick, the Queen's Park Rangers captain, yesterday asked for a transfer. The England World Cup defender says he has been unsettled for some time and after six years at Loftus Road feels he needs a fresh start.

The worst fears of Nottingham Forest's goalkeeper, Steve Sutton were realized yesterday when he learnt that he will be out of action for up to six weeks with damaged knee ligaments.

Ken Brown, the Norwich City manager, has confirmed he will be seeking further transfer talks with the Forest manager, Brian Clough, over England's Under-21 defender, Ian Butterworth.

Mark Bright, the Leicester City forward, has turned down a move to Crystal Palace. A Ivre Varadi, the unsettled West Bromwich Albion forward, is interesting Manchester City.

England reach World Cup semi-finals for first time

By Sydney Friskin

England 1 Netherlands 0

A joyful England team stepped into the semi-finals of the World Cup tournament for the first time yesterday after beating the Dutch at Willesden in a match that was more a contest than a classic.

Spurred on by vociferous home supporters England scored in the 14th minute from a short corner and hung on to their advantage successfully holding off a determined challenge by the Dutch in the second half.

Once again every member of the England team played his heart out and although there were moments when tempers ran a little high on both sides, one man, Jon Potter, England's right half kept his

head. Many a Dutch manoeuvre on the left of the field was dissolved by him.

The hopes and aspirations of England were finally realised when the Dutch gave up the chase in the closing minutes with Sherwani, Bachelor and Kerly at last found the freedom in the open spaces which they were earlier denied.

After a quiet beginning the Netherlands forced two short corners to England's one. But England took up the challenge and earned a just reward from their second short corner. The hit by Barber from the top of the circle was saved by the goalkeeper and Sherwani scored on the follow-up.

This goal marked the beginning of a long period of England's ascendancy. The Dutch were out-played in the first half and were lucky not to have been two goals down. From another short corner which followed the pattern of the previous one, the Dutch

defence was in disarray after the goalkeeper had saved from Barber. Kerly nipped in to score but the umpire despite the protests of some of the England players had blown up for an infringement which was not easily discernible. As one Dutch defender was on the line Kerly could not have been offside and some of the Dutch players themselves admitted after the match that it was a goal.

The Dutch came into the second half having made two substitutions and gathered their resources together for a fierce counter offensive. But Grimley took charge of any attempt by the Dutch to find a road on the right of the field and the whole England offence stood manfully together.

A little nastiness crept into the game and after Kooijman the Dutch wing half had been given a green warning card Kerly was handed the yellow temporary suspension card after tackling Diepveen from behind. He was off the field for six minutes but England gallantly defended their fortress.

The Netherlands were awarded a crucial short corner in the 23rd minute of this period after Schlattmann's hit from the left had landed against Potter's body inside the circle.

World Cup Group A ENGLAND (1) 1 NETHERLANDS (0) 0 Sherwani

England qualify for semi-finals ARGENTINA (1) 1 NEW ZEALAND (0) 1 Sini

TABLES table with columns: Group A, P, W, D, L, F, A, Pts. Rows include England, Netherlands, Soviet Union, Argentina, Poland, New Zealand, West Germany, Australia, Poland, Spain, Italy, Canada.

TODAY Group B: India v West Germany (2.30) Australia v Spain (4.30); Australia v Poland (6.30).

Ragged defence costs New Zealand dearly

Argentina 1 New Zealand 1

New Zealand scrambled to a 1-1 draw with Argentina to finish at the bottom of Group A in the World Cup hockey tournament at Willesden yesterday, scoring one point from five matches (Sydney Friskin writes).

New Zealand have played a lot of hockey throughout the tournament and should have finished in a higher position in the group. They had their chances in the second half yesterday to come away with a win but paid dearly for a defensive error by full back Brown when presented Sini with a simple chance to score in the 20th minute after failing to cut off a back pass by Verza.

Argentina, led by Verza, lost some of the venom in their attack and New Zealand

seized the initiative and continually applied pressure. New Zealand earned ten short corners in the match to Argentina's eight.

The second half belonged largely to New Zealand with Deji leading several assaults on the Argentine goal. Deji himself put the ball in the net from a scramble in the 29th minute but the goal was disallowed following an infringement in front of goal.

The equaliser came one minute later when a penalty, awarded after the Argentine goalkeeper had obstructed Deji, was converted by Wilson.

ARGENTINA: E Roggero; M Mascheroni, A Ayala, M Akubo, M Geronzi, J Garcia, Sini, F Palao, O Miranda, A Verza, A Doherty. NEW ZEALAND: I Woodcock, C Brown, G. Sedgwick, G. McLeod, G. Sini, J Wilson, A Lita, J. Archibald, G. Pierce, J. Smith, P. McKeown, P. Dell, R. Patel, C. Leslie, Liverpool, A. Cochrane (England) and S. Burns (Kenya).

Birmingham's plan for the poor

Should Birmingham succeed in its bid to host the 1992 Olympic Games, a scheme of Olympic scholarships for athletes from financially poorer countries will be introduced (David Miller writes from Lausanne).

Denis Hnwell, Birmingham's leader, announced yesterday that one third of any profit from the

Games was earmarked for such a scheme. He said: "Scholarships would be awarded in conjunction with the IOC (International Olympic Committee) providing fares, accommodation and facilities for promising young competitors."

Birmingham has already raised more than £3 million and a cheque will be given this

week to Sport Aid, the campaign initiated by Bob Geldof.

The rest of any profit from a Games staged in Birmingham would be divided between the city and the British Olympic Association, after statutory deductions by the IOC, who have altered their regulations to prevent a host city keeping the whole of any profit as did Los Angeles.

Selling Britain short, page 37

SPORT IN BRIEF

Connors drops out

Jimmy Connors, seeded third behind Ivan Lendl and Boris Becker, withdrew from the Australian indoor tennis championships last night after being taken ill at Los Angeles airport before boarding a flight for Sydney.

Graham Lovett, the tournament director, said he had been told by Connors's management agency that the player had been sick while checking in his bags, and had been taken to hospital for checks. Connors's first-round match had already been put back after he had missed his original flight on Saturday because his wife, Patti, was unwell.

Other notable absentees are Joakim Nyström, of Sweden, and Andres Gomez, of Ecuador, both of whom have knee problems.

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Selling Britain short, page 37

Kaylor's plea

Mark Kaylor, who challenges Herol Graham for the European middleweight title at Wembley Arena on November 4, is short of suitable southpaw sparring partners. His manager, Terry Lawless, said yesterday: "I have telephoned around the world trying to find the right man to help us. There are only a handful of top-flight southpaw middleweights and I have tried just about every one of them - with the exception of Marvin Hagler."

Speedy duo

Two women's world powerboat records were set on Lake Windermere yesterday on the first day of the annual record attempts week. Sue Keay, of Bedford, set a record of 74.41mph for the 04 hydroplane class, while Marianne Smith, of Bournemouth, established a record of 62.11mph in the offshore two-litre class.

Connors taken ill

Prean back

Carl Prean, aged 19, returns to international table tennis duty to lead England in their European League fixture against Austria, in Lienz, on Saturday. Rested in England's 6-1 super division victory over Turkey in September, Prean replaces Desmond Douglas.

RUGBY LEAGUE

Wigan players rewarded

Maurice Bamford, the Great Britain coach, was so impressed by Wigan's performance in the 18-26 defeat against Australia on Sunday that it is no surprise to find six Wigan players in the squad to train for the first international against Australia at Old Trafford on October 25 (Keith Mackinn writes).

The six are Ellery Hanley, Henderson Gill, Joe Lydon, Shaun Edwards, Ian Potter and Andy Goodway.

The remainder consists of two players each from Widnes and Featherstone, Hull and Castleford and one each from Bramley, St Helens and Hull Kingston Rovers.

SQUAD: Backs: S Edwards, H Gill, E Hanley, J Lydon (Wigan), A Fox (Featherstone Rovers), A Potter (Castleford), A Mason (Bramley), A Miller (Widnes), G Schofield (Hull), P Edwards (Crooks), J Flaherty (Widnes), J Goodway, I Potter (Wigan), P Lyman (Featherstone), A Pugh (St Helens), F Ward (Castleford), G Wilkinson (Hull Kingston Rovers, captain).

All quiet in the eye of storm

By Peter Ball

The affair of Jesper Olsen's eye may not have the momentous repercussions of the affair of Jenkins's Ear which triggered a war in 1739, but it has added further fuel to the current unease surrounding Manchester United.

The club's attempt to draw a veil over the proceedings after the charges and counter charges last week was not helped yesterday when it emerged that Clayton Blackmore, the club's Welsh international, had also been involved in a scuffle with Remi Moses in training three weeks ago.

What effect the latest disclosure will have remains to be seen, but United are apparently determined to clear ranks and sustain the united front attributed to unnamed players, and repeated at the weekend by a Danish witness to the incident, that Olsen, who needed 11 stitches, had been punched by Moses.

The players who remained at the club yesterday - several are away on international duty - were refusing to discuss the affair, and after meeting Olsen, the chairman, Martin Edwards, reiterated his view that the matter was closed.

Blackmore was also at pains to play his incident down, though he confirmed that he had had "a run in" with the combative England midfield player. "It was similar to Jesper's, one of those things that happen in the heat of the moment," he said, but he denied rumours, always inflated where United are concerned, that he was considering suing Moses for assault, or that other players were urging him to do so. "No damage was done to me," he explained.

The Dutch came into the second half having made two substitutions and gathered their resources together for a fierce counter offensive. But Grimley took charge of any attempt by the Dutch to find a road on the right of the field and the whole England offence stood manfully together.

A little nastiness crept into the game and after Kooijman the Dutch wing half had been given a green warning card Kerly was handed the yellow temporary suspension card after tackling Diepveen from behind. He was off the field for six minutes but England gallantly defended their fortress.

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Frustrating time for Moses

The incidents are the latest upheavals in a frustrating period for Moses, a sometimes quick-tempered competitor, who has only just returned to the team after virtually two years out with injury, which struck when he was on the fringe of the England team.

In the summer he flew to Amsterdam to attend the clinic which had helped Bryan Robson's rehabilitation and was fined by the club for his initiative, which led to rumours of a rift between him and the manager, but the club has refused to sell him.

As Blackmore remarks, fights are not infrequent on training grounds up and down the country. Indeed, Arsenal players in recent seasons have said that Don Howe used to continually bark back with relish to the number of fights the club's double team had had, contrasting it favourably with the lack of them in the later team as a sign of the old side's greater hunger.

In most cases, as in Blackmore's, the damage is minimal. It is clearly not in the case of Olsen, and interest in the incident has also been fuelled by the contradictory stories emerging from Danish journalists maintaining verily that Olsen had confirmed their stories of blows being struck. In English journalists the Dane is following his manager's line that it was a result of a clash of heads, and he repeated to the chairman that it was an accident yesterday.

Kangaroo court of United players

After the leaks of last week, the players are also raising their voices over Sheffield Wednesday following the point gained from the then leaders Nottingham Forest the previous week has undoubtedly provided an uplift for the club, and the players are loth to rock the boat.

Publicly too, the players have consistently reaffirmed their support for Ron Atkinson, though rumours persist that some are less happy with his assistant Nick Brown, who does most of the day to day work with them. "Everyone is pulling together internally," Edwards said, and it seems a fair assessment.

Atkinson's enemies, however, are unlikely to let the matter rest. United's handling of the affair has left a lot to be desired, the kangaroo court of players set up by Atkinson on Friday to try one of Manchester's most respected journalists, who broke the story initially, doing little to help their cause. Whether the players' current reticence will be maintained if results go wrong again remains to be seen. If they do Atkinson knows that this current incident will provide his critics with another stick to beat him with even if for the moment he appears to have weathered the storm.

Large vertical advertisement on the right side of the page, partially cut off, containing text like 'Karp', 'deal', 'Sta', 'Morrow', 'Row', 'Gold', 'clump', 'defeat', 'focus'.